

NOTE THE SOAP INDUSTRY SECTION

# The American Perfumer

and Essential Oil Review

PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

SEPT. 1918

VOL. XIII  
NO. 7



USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

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PURITAN BRAND SYNTHETICS

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(SEE PAGE 9)

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# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.  
TEN CENTS A COPY.

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### CONTENTS

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EDITORIAL		Page
Universal Swiss Trade-Mark.....		216
Proclamation by the President.....		217
Babson on War and Business.....		219
British Luxury Tax Proposals.....		218
Revenue, Soap, Fats and Tin at Washington.....		220
Tale Resources and Production of South Africa.....		222
War's Effect on Bottle Industry and its Future.....		224
American Food, Dairy and Drug Officials.....		226
FLAVORING EXTRACT SECTION:		
Official Report of F. E. M. A.....		227
Fate Food and Drug Notes.....		227
TRADE NOTES		
Notes, Publications Received, etc.....		228
New Incorporations.....		228
In Memoriam.....		228
Patents and Trade-Marks.....		228
Foreign Correspondence and Market Report.....		240
SOAP INDUSTRY SECTION:		
Caustic Soda to Be Allocated.....		243
Method of Purifying Glycerine.....		244
Annual Report on Fats, Oils and Waxes.....		245
Detection of Potassium.....		246
Market Review on Tallow, etc.....		248

### FOURTH LIBERTY LOAN IS FOR FIGHTING.

As the campaign for the Fourth Liberty Loan begins, the American Army in France moves on toward Berlin. Under our own leaders the great American Army has won a notable victory.

The Fourth Loan must be a great success. The Fourth Liberty Loan is a fighting loan.

When our soldiers on the battle front are braving death, each one offering to make the supreme sacrifice for his country and the great cause, we who remain safely at home surely should give them every support, should make every sacrifice to strengthen them. If we cannot fight ourselves we can make our dollars fight.

It is a great cause for which America is engaged in this war; it is a great struggle in which the very hope of the world is bound up that is being waged in Europe and on the high seas. It is an honor to have a part in it, and all Americans, all of their lives, will be proud of the part they had in it, or ashamed of their failure to do their part.

The Fourth Loan is a fighting loan. Every subscriber to the Loan strikes a blow for Liberty, for Victory. And we believe every one of our readers will do his share. Our advertisers, as will be seen by their announcements, are enthusiastic in the cause.

### BUY LIBERTY BONDS

### AMERICA'S COAL TAR DYE TRIUMPH.

When the world war began Germany was credited with the annual production of artificial dyestuffs to the value of approximately \$69,000,000. The United States was fifth among producer nations, with an output valued at approximately \$3,000,000. Germany was the dominant factor in the world dye industry in that more than one-half of the dyes made outside her borders were from primary or intermediate products of German origin.

American chemists plunged into the situation created by the war and despite the difficulties encountered in 1917 there were 190 concerns, exclusive of coke-oven plants and gas houses, engaged in the manufacture of coal-tar chemicals. More than \$2,500,000 was expended during that year in research work alone, while the total production of coal-tar products during 1917 was: Crudes, \$43,184,629; intermediates, \$106,966,750; finished products, exclusive of explosives and synthetic phenolic

resins, \$68,790,857—a total of \$218,942,236. In the classes of dyes which, if imported, would have been dutiable at 30 per cent plus 5 cents a pound, the American manufacturers produced 43,810,359 pounds, valued at \$57,639,991. In addition, instead of remaining an importing nation, the United States exported during the fiscal year 1917 American-made dyes to the value of more than \$11,700,000, exceeding the pre-war imports in total value.

—BUY LIBERTY BONDS—

#### MANUFACTURERS TO ORGANIZE.

Warren C. King, president of the Manufacturers' Council of New Jersey, announced recently plans for the formation of a national federation of manufacturers on the organizational lines of the American Federation of Labor. Local councils of manufacturers will be subservient to the dictates of State councils, which in turn will be subordinate to the national body.

"The need for a new plan of organization among the manufacturers of the country," said Mr. King in a statement, "necessitated both by the emergency of war and the situation to be confronted at the end of the war, has been clearly demonstrated. We desire to form the national federation on the lines of the labor organization, not with the idea of combating labor, but with the idea of co-operating with labor."

He said the sponsors of the scheme expected to enroll all of the country's manufacturers, so that on any questions that might arise the federation through national headquarters could speak 100 per cent. for manufacturers. Temporary headquarters have been opened at 72 Front street, New York.

—BUY LIBERTY BONDS—

#### UNIVERSAL SWISS TRADE-MARK.

An article in the *Journal de Geneve* describes the steps which are being taken in Switzerland to prepare against the danger of attempts being made to pass off German goods as goods of Swiss origin. This effort takes the form of the institution of a national Swiss trade-mark to distinguish manufactures of Swiss origin from those of foreign origin, and, to quote the *Journal*, this effort is likely to be attended by consequences of the highest importance to the industrial and commercial credit of Switzerland.

A scheme, promoted by the Geneva Chamber of Commerce, has been adopted, and a "Syndicat pour L'Exportation Suisse" (S. P. E. S.) has been established. The committee of this syndicate, consisting of 15 members, will have its head offices in Geneva. The object of the S. P. E. S. is to promote the exportation of genuine Swiss products. The association, as such, has no pecuniary aim. Membership is confined to native-born Swiss citizens and to those who have been naturalized for at least 10 years.

—BUY LIBERTY BONDS—

#### RESTRICTING CODE IN CABLES.

The Censorship Board has authorized the following:

On and after October 1, 1918, no confirmation of a cablegram shall be allowed to leave the United States, its territories, or possessions unless it be in plain language.

On and after November 1, 1918, no confirmation of a cablegram shall be allowed to enter the United States, its territories, or possessions unless it be in plain language.

It is to be noted that code confirmations will not be passed by Postal Censorship even when accompanied by what purports to be or actually is a translation thereof.

#### NATION UNITED FOR VICTORY.

(Merchants' Association of New York.)

The entire United States is united as never before for the purpose of defeating Germany and her allies in such a manner that war will never again be made an instrument for the execution of ambitious national schemes and so that freedom of self-government will be assured for all time to come.

The attention of the country is fixed exclusively upon the war, and nothing else attracts more than passing notice. Business in all its ramifications has been diverted, like a tremendous engine, to war work. Where hardships have been inflicted in the necessary readjustments, no complaint has been made; the huge taxes which must be paid in order to meet war costs are being paid without protest; the unprecedented loans which the government is offering are being taken with enthusiasm, and the tremendous voluntary funds for the support of humanitarian work to soften so far as possible the cruelties and suffering of the great struggle are being cheerfully contributed.

This work is being done by everybody in the country—rich and poor, great and small, workmen and capitalists, employers and employees, men, women and children. Every American, in proportion to his ability, is bearing his share of the burden.

Never before in their history have the United States been more truly united than they are at this time, and never before have they presented such inspiring proof of the fact that self-government is the best form of government that humanity has so far been able to devise.

#### GERMAN TRADE TRICKERY.

Alien Enemy Custodian Palmer has bared numerous attempts of Germans to masquerade as Americans and under English names in order to evade the operation of the law, but it seems that this policy has not been applied to this country alone. Striking evidence of methods used by Germany to secure a hold upon British trade are given in a report of the Board of Trade Committee on Trading With the Enemy. The report relates to enemy trading in Great Britain and deals with no fewer than 960 cases. The variety in these trades is remarkable. It reaches from great chemical and electrical combinations employing millions of capital to such businesses as the export of rabbit skins and the collection of old cans for the purpose of extracting the tin. In few of these cases, says the committee, were the businesses found to be unprofitable. This result was due not solely to business application and personal ability, but also "in case of necessity, ruthless competition." One reason of their success undoubtedly was the financial support obtained from German banks and commercial combines. The extent of this support is not and probably never will be fully disclosed, but it has permeated every branch of trade.

The report adds this significant statement: "Another reason is that the German coming to Great Britain to exploit the British market could adopt any name he chose, and thus get rid of any prejudice attaching to his rightful surname."

—BUY LIBERTY BONDS—

#### Likes to Learn New Wrinkles.

(W. J. Howell, Wholesale Druggist, Allentown, Pa.)

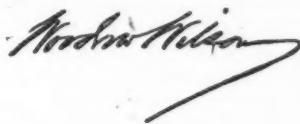
I enjoyed reading your journal very much last year, especially articles on trade secrets, new wrinkles and formulas. Please give us more along those lines.



## PROCLAMATION BY THE PRESIDENT

THE WHITE HOUSE  
WASHINGTON

Again the Government comes to the people of the country with the request that they lend their money, and lend it upon a more liberal scale than ever before, in order that the great war for the rights of America and the liberation of the world may be prosecuted with ever increasing vigor to a victorious conclusion. And it makes the appeal with the greatest confidence because it knows that every day it is becoming clearer and clearer to thinking men throughout the nation that the winning of the war is an essential investment. The money that is held back now will be of little use or value if the war is not won and the selfish masters of Germany are permitted to dictate what America may and may not do. Men in America, besides, have from the first quite now dedicated both their lives and their fortunes to the vindication and maintenance of the great principles and objects for which our Government was set up. They will not fail now to show the world for what their wealth was intended.



## FRENCH TRADE CONSORTIUMS

Something new in war time trade methods that is worth studying in America has developed in France. The importation of the most important materials needed by French industries is rapidly being taken out of the hands of individuals and centralized exclusively in syndicates acting on behalf of the French Government. This does not refer to war materials and munitions, but to other commodities such as cotton, wool, jute, lumber, drugs, chemicals, fertilizers, glassware, lubricants, petroleum and benzine, oil-seeds and nuts, hemp, materials for the manufacture of perfumes, soap-making materials, cork, paper and paper-making materials, vegetable fibers, stearine and colors for candles, nails, tacks, screws, etc., and many other articles.

These importing syndicates are known as consortiums. The French *société anonyme*, or stock company, has been selected as the form of organization which most successfully fulfills the requirements of the situation, the Government's object being to secure the fullest measure of control over imports, in the interest of the nation as a whole, and at the same time to leave as much as possible of the management of the consortiums to the initiative, enterprise, and expert knowledge of those engaged in the industries themselves. The capital stock of the company is fixed by the Government, and the consortium is not permitted to distribute dividends in excess of 6 per cent on the capital actually invested.

The details of organization of the consortiums and their methods of operation naturally vary with the conditions in different industries, but in general the governing principles are the same. These principles are elaborated in the contract between the French Government and the consortium, which must be approved by the Ministry of Commerce before the consortium can become the exclusive importer of the materials appertaining to its industry.

## BUY LIBERTY BONDS

## BRITISH LUXURY TAX PROPOSALS.

The report of the British Committee on Luxury Duty has been published. The French luxury tax was taken as the starting point, and various sub-committees were given the task of drawing up lists of taxable articles in different groups. The report includes a list of articles which it is suggested should be taxed. This is divided into (A) articles to be treated as subject to duty, whatever the prices paid; (B 1) prices for meals and accommodation, etc.; and (B 2) articles to be subject to duty if the prices paid exceed the amounts specified against each item. The principal item in Schedule A which interests our readers is "Perfumes, bath-salts, face-powders, and cosmetics other than articles of a medicinal character." This item originally included the words "toilet-creams" and "preparations for the hair." Probably toilet-creams are still included as "cosmetics," the dictionary meaning of which is "a preparation intended to beautify the hair, skin, or complexion"; and perhaps preparations for the hair are also covered, as these often have as an object the beautifying of the hair. The articles referred to are to be taxed "whatever the prices paid," but it should be noted that in the Finance Bill of May, which dealt with the Budget proposals, there was a clause exempting articles sold at less than one shilling. This seems to indicate that the Government intention was not to tax the cheaper

## YOU AND THE BOSS.

(From the Optimist.)

Of course the Boss has many failings. But credit him with doing his best. He hired you.

You may be the whole show. But who guarantees the "gate"?

There's just one man can keep raising your pay. Look him square in the eyes and ask him about it—when you shave.

Whose job are you after—the man ahead of you or the one behind? Look out! You may get it.

You're always in business for yourself. It might pay you to give the Boss a bargain now and then.

kinds of toilet preparations, says the *Chemist and Druggist*. Perfumes already bear an enormous tax on account of the spirit they contain when in liquid form, but apparently it is the intention of the Committee to increase what is already a very burdensome tax, because at one of the sittings this point was considered, and it was decided that existing duties do not constitute a reason for exempting articles from further taxation as luxuries. Further, it is mentioned that "the surtax of 1s. a gal. on spirits imported in bottle does not affect the spirits used in Britain for making perfumery, etc., and the duty on perfumed spirits imported is *not ad valorem*. The proposal is to tax these articles at the rate of 2d. in the shilling.

Among the items in Schedule B 2 are the following, the prices given being those above which duty would be payable:

Toilet-soap, at the rate of per dozen tablets 10s.

Brushes: Hair-brush, 10s. 6d.; clothes-brush, shaving, nail, and other toilet brush, 7s. 6d.

## BUY LIBERTY BONDS

## COMMERCIAL BRIBERY BANNED

The Federal Trade Commission has ordered the Dearborn Chemical Company, Chicago, to discontinue the practice admitted to have been employed by some of its salesmen of giving gratuities such as liquor, cigars, meals, entertainment, souvenirs, etc., to employees of its customers and prospective customers with a view to influencing the purchase of supplies.

The commission also ordered three other firms to stop forthwith the practice of commercial bribery. In two cases "large sums of money" were admitted to have been devoted to the practice, held by the commission to be an "unfair method of competition." The commission found in one case that "some of the salesmen, misled by the evil custom theretofore prevailing in this trade, and in order to compete on an equal footing with their business rivals, did in some instances" give gratuities.

## BUY LIBERTY BONDS

No matter how often you are adjured to buy Liberty Bonds to your utmost, it will not be TOO often!

## BABSON ON WAR AND BUSINESS

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of war and business conditions, based upon thorough investigation and careful observation of the field:

*Business Now Merging Into Period Two*—January 1, 1918, we outlined three distinct periods which were to be expected in business. They were as follows:

"(1) The first period is the one in which the government has not only to produce war necessities, but also the tools with which they are produced. The strain of preparation is greater than that of actual production. Every line but absolute essentials is having to stand aside for war business. Merchants and most manufacturers are running on stocks of goods which they have previously laid in.

"(2) The second period will come when the existing stocks of goods become exhausted. Within a few months from now merchants will be scrambling to get standard goods which they are now trying to unload. The same will be true of manufacturers who are depending upon accumulated supplies of materials to keep in operation. The chief problem in this second period will be in getting goods rather than selling them. Barring an early peace, this is likely to be the situation during the latter half of 1918.

"(3) The third period will come when the government gets its manufacturing facilities completed and has simply to produce war essentials. *Except for taxes, the strain on private business will be relieved. Priority rulings will be modified, the first frenzy of activity will be ended, and business conditions will once more be governed entirely by fundamental conditions.* This third period may not actually come until 1919, but its approach should be felt the latter part of this year."

Today business is working into Period Two and the conditions outlined for this period may be expected to characterize business during the coming autumn and winter months. This applies to Canada as well as to the United States. The great problem will be in getting goods and materials, for in almost every line demand will exceed the supply. *Merchants and manufacturers who can secure adequate supplies and labor should continue to enjoy good business.*

*Increase in Business But Not in Profits*—Reports from every quarter bear witness to unprecedented buying power of the public. The draft is a deterring factor, but where one man is being taken to fight, three men are given employment at double or triple the wages they formerly received. *Probably close to one-half of the \$1,500,000,000 a month which the government is spending, goes directly for wages and salaries.* With such complete employment at high pay there will be no letting down in the demand for civilian goods; meanwhile, war demands are constantly increasing.

Regarding *net profits*, however, the outlook is not so favorable. Manufacturers and other producers have a serious handicap in the shortage of male labor and of raw materials. Taxation will make a big hole in 1918 earnings. It is quite likely that industrial profits have already reached their peak.

*Commodities Going Higher*—Deliveries of materials essential to the carrying out of the war program will be regulated more and more by priorities rulings. It must be expected that this delivery problem will be still more acute later in the year. Congestion of transportation facilities as the crops begin to move, should be anticipated now by getting as heavy deliveries as possible. *We urge a generally active buying policy for raw materials and commodities for use during the fall and winter months.*

*Fuel Outlook Improved*—Apparently the fuel situation is considerably less serious than it was last year.

*What About Business After the War?*—This is a question which we are being continually asked. To state that it will be either good or bad is foolish. Personally we still feel as we have stated previously: "While hostilities continue, we shall have inflation of prices and a tremendous demand for many commodities. The first signs of peace

## OUR ADVERTISERS—XLIV.

## THE UNION DISTILLING COMPANY,

Non-beverage Grain Alcohols and Spirits.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,  
80 Maiden Lane, New York.

Dear Sirs: We believe in giving credit where credit is due, and it is for this reason that we want you to know of the satisfactory results obtained through your publication. We have evidence in a good many instances, by which we can trace directly to your publication, inquiries which have since developed into satisfactory connections, and we want you to know that our relations have been and still are most satisfactory.

THE UNION DISTILLING CO.

Cincinnati, Ohio.

will cause a precipitate decline in all prices. Reconstruction work, however, both in commerce and new building, should temporarily postpone the severe reaction which must inevitably result from present world-wide over-expansion and waste. After this, a great reaction is sure to come."

We take the above position because of the indications that business will be booming at the close. The true statement, however, is that business after the war will be the reverse of what it is at the close of the war. There is bound to be a reaction one way or the other. If business is dull at the close of the war, there will be an upward spurt when peace comes, but if business is good at the close, there will be a decline. Commodity prices are bound to fall anyway, and falling commodity prices almost always result in a business decline.

## BUY LIBERTY BONDS

## N. A. R. D. HOLDS ANNUAL CONVENTION.

National Association of Retail Druggists held its twentieth annual convention at the Grunewald Hotel, New Orleans, September 16 to 20. The women's organization at the same time held its thirteenth annual convention. The new officers of the association are:—President, Charles F. Harding, of Cincinnati; vice-president, W. A. Orren, of Indianapolis; Harry B. Mayor, of Memphis, and Adam Worth, of New Orleans; secretary, Samuel C. Henry, of Chicago (re-elected); treasurer, Grant W. Stevens, of Detroit (re-elected), and Executive Committee, James F. Finneran, of Boston; Robert J. Frick, of Louisville; W. H. Consius, of Dallas; James P. Crowley, of Chicago, and T. F. Hagenow, of St. Louis.

## BUY LIBERTY BONDS

## NEW PHARMACOPEIA REVISERS.

Nine of the fifty-one members of the committee of revision of the United States Pharmacopœil Convention of 1910 have died, namely—Chairman Joseph B. Remington, of Philadelphia; Vice-Chairman C. Lewis Diehl, of Louisville; Prof. W. C. Alpers, of Cleveland; Prof. Charles Caspari, Jr., of Baltimore; Prof. C. S. N. Hallberg, of Chicago; Dr. J. H. Long, of Chicago; Albert Plaut, of New York; Prof. J. O. Schlotterbeck, of Ann Arbor, and M. I. Wilbert, of Washington.

To succeed eight of these deceased members the committee has elected the following named men:—Prof. A. H. Clark, of Chicago; Prof. E. Fullerton Cook, of Philadelphia; Prof. W. B. Day, of Chicago; Samuel L. Hilton, of Washington; Henry P. Hynson, of Baltimore; J. K. Lilly, of Indianapolis; Dr. Leonard G. Bowntree; Leonard A. Seltzer, of Detroit, and Prof. W. J. Teeters, of Iowa City.

## REVENUE, SOAP, FATS AND TIN AT WASHINGTON

WASHINGTON, September 23.—The eight billion dollars revenue bill is not expected to become law for several weeks, probably not until after the November election and perhaps not much before the New Year.

The Senate Committee on Finance has finished hearings on the bill, but has not done much toward its consideration as yet. During the hearings R. H. Bond appeared representing flavoring extract manufacturers and protested against the heavy tax proposed to be levied on alcohol used in the production of flavoring extracts.

F. P. Beers, president of the Flavoring Extract Manufacturers' Association, was here in touch with the revenue bill for several days and expected for a time to appear before the Finance Committee, but did not do so.

Mr. Beers and other members of the flavoring extract association held conferences at their hotel here and had two hearings before Deputy Internal Revenue Commissioner West and other officials of the Internal Revenue Bureau on their application to change the regulations of the department so that there would be a definite ruling or standard to the effect that flavoring extracts might contain enough alcohol for preservative purposes, instead of compelling them to conform to the standards of the U. S. P., National Formulary and Department of Agriculture.

It was made clear that flavoring extracts can not be used as a beverage, but are strictly for household and cooking purposes. Deputy Commissioner West expressed interest in the request of Mr. Beers and his associates and promised to give their request every consideration. The understanding was reached that a brief would be filed by the association.

### HOUSE AMENDS SOAP TAX.

The revenue bill was passed in the House after amendment of the provision for taxing soap, which was the only amendment of consequence directly touching the perfume and related industries.

The amendment takes out of the section providing for retail sales taxes at 10 per cent the item of toilet soaps and soap powders and transfers it to the section providing for a 10 per cent tax on sales of various articles by the manufacturer, producer or importer.

Another amendment related to this defines "powders" in the retail tax section as "toilet powders other than soap powders." It is further provided by amendment to this section that the retail sales tax shall be paid at the time of the sale.

The principal amendment was made as a result of Representative Dyer of Missouri, calling attention of Chairman Kitchin of the Ways and Means Committee to the fact that a 10 per cent retail sales tax on toilet soap would be rather high. At Mr. Dyer's suggestion the matter of this tax was passed over one day during the reading of the bill in the House. The committee met next morning and recommended the changes indicated above. The following colloquies occurred on the floor between Mr. Dyer and others on this subject:

MR. DYER. I move to strike out the last word for the purpose of asking the gentleman from North Carolina a question. I call his attention to section 900 and to an item in section 908, with reference to toilet soaps. Toilet soaps are a great necessity, and in section 908 they are put in the same class with perfumes, essences, extracts, cosmetics, and so forth.

MR. KITCHIN. I will say to the gentleman that when we reach that I shall ask that it be passed over. I think we can get together on that soap proposition.

MR. DYER. The reason I call attention to it at this time is that I was going to offer an amendment, which I think the chairman understands.

MR. KITCHIN. When we reach section 908 I shall ask to have it passed over. Personally I think the gentleman is about right, and that soaps ought to be taken out of the class in which we have put them and put in the 10 per cent manufacturers' class.

MR. DYER. So that the manufacturers themselves could pay the tax?

MR. KITCHIN. I would rather bring that up first before the committee.

MR. DYER. Then I ask unanimous consent that paragraph 900, to that extent, may be passed over with the privilege of returning to it for the purpose of offering an amendment. I think that is agreeable to the gentleman.

MR. KITCHIN. That is perfectly agreeable.

THE CHAIRMAN. The gentleman asks unanimous consent to pass this paragraph over with the right at the pleasure of the committee to return to the same for the purpose of consideration and amendment. Is there objection? [After a pause.]

When the perfumery tax paragraph was read Mr. Dyer brought the matter up again, as follows:

MR. DYER. This paragraph has reference to the same matter to which I called the attention of the committee a few moments ago, on page 128 under section 900. If the committee will look at the language beginning in line 24—

MR. GARNER. May I say to the gentleman, to save time, that the committee intends to consider that matter in the morning.

MR. DYER. I just want to take a minute to call attention to the fact that in this paragraph on page 136, line 2, appear the words "toilet soaps," being classed among the luxuries. Probably some members of the committee do not know the fact, but in fixing revenue upon things contained in this section the Treasury Department includes under the words "toilet soaps" every soap used for any purpose whatsoever, except soaps used exclusively for laundry purposes. Even if a laundry soap is used or advertised in any way, shape or manner for toilet purposes, it is taxed under these words. So every soap you use in your household for toilet purposes, every soap used in the cleansing of grease, such as railroad men and navy men use, is taxed under these words, "toilet soaps." I just want to call the attention of the committee to that fact, and I ask unanimous consent that the paragraph be passed over under the same arrangement as the other matter, so that the committee may take it up in the morning.

It was passed over by agreement. Next day offered an amendment along the line suggested by Mr. Dyer, when the following ensued:

MR. KITCHIN. Mr. Chairman, I offer another committee amendment, which I send to the desk.

The clerk read as follows:

Page 129, line 20, strike out the word "and"; line 22, strike out the period and insert a semicolon and the word "and"; after line 22, insert a paragraph, as follows:

"(26) Toilet soaps and powders, 10 per cent," and a period.

MR. KITCHIN. Mr. Chairman, that should read "toilet soaps and soap powders," and I ask unanimous consent that the amendment be so modified.

THE CHAIRMAN. Without objection, the amendment will be modified as indicated.

There was no objection.

MR. DYER. Mr. Chairman, does not the gentleman think that is a rather high tax on toilet soaps?

MR. KITCHIN. No; and I think it is better to put it on the manufacturer. It is pretty high in the bill for ordinary soaps. There was no way for the department to distinguish



between toilet soaps and the ordinary soaps that everybody uses in the household.

Mr. DYER. The tax is now 2 per cent, and this increases it to 10 per cent.

Mr. KITCHIN. Yes. We have increased it just as we have the others, but we have taken toilet soaps and soap powders out of a still higher rate in the bill.

THE CHAIRMAN. The question is on agreeing to the amendment.

The amendment was agreed to.

#### INTERDEPARTMENTAL COMMITTEE ON FATS AND OILS.

Not long ago B. E. Reuter, chief of the Fats and Oils Division of the Food Administration, presided over a meeting of the new interdepartmental committee on fats and oils, at which there were in attendance representatives of the commerce department, war industries board, bureau of standards and several other branches of the government service, including experts from three or four bureaus of the department of agriculture. A plan of action is understood to have been mapped out.

It was explained after the meeting that the new committee advises the government committee on oils and greases which is affiliated with the War Industries Board in regard to activities of various branches of the government service on matters related to fats and oils. It is planned that the new committee shall meet on the first Wednesday in every month. Mr. Reuter is its chairman.

President Wilson has issued a proclamation requiring licenses for manufacturers, traders and importers of crude oil, fuel oil, kerosene, etc.

Stabilization of the prices of cottonseed was the purpose of recent conferences at the Food Administration among representatives of cottonseed people and of cottonseed users, including livestock growers.

An amendment offered to the revenue bill by Representative Kahn, of California, would have given wine makers the right to extract the alcohol from their product and afterward sell the product as a soft drink, but objection was made to the amendment, which went out on the point that it had not been offered at the proper time.

#### PROHIBITION COMPLICATES REVENUE SITUATION.

The revenue situation is complicated by the fact that the country seems certain to go dry next year. The Senate has passed and the house has agreed, with some modifications, to a bill prohibiting the importation, manufacture and sale of spirits, wines and similar products after next June. Beer goes on the tabooed list December 1, by order of the President.

The result of these steps, which are assured unless the President vetoes the war-time prohibition bill, will be to cut off considerably over a billion dollars a year from the revenues that would be derived under the pending bill. In the face of this fact it does not seem likely that there is much chance for reducing the taxes provided for in the bill on perfumes, cosmetics, toilet preparations, proprietary articles and the like, even though it should not prove to be necessary, as Representative Sherley, of Kentucky, chairman of the Committee on Appropriations, predicts it will be, to add \$2,000,000,000 to the revenue expected from the eight billion dollar bill.

The War Trade Board has reached an agreement with the Danish government under which the following quantities of various products may be exported to Denmark during the year:

	Metric Tons.
Kerosene, gasoline, lubricating oils, and greases, crude petroleum and dark refuses, including not over 7,000 tons lubricating oils.....	80,000
Paraffine .....	400
Soaps and powders .....	400
Calcined soda, caustic soda, soda ash.....	12,500
Beeswax, not to exceed 20 tons vegetable wax.....	120
Tragacanth and various gums.....	90
Resin .....	1,500
Talc .....	150

#### WILL NOT COMPEL RETAILERS TO BRAND PRICES.

Through error, it was recently reported and widely circulated that the War Industries Board was about to undertake the regulation of all retail prices by compelling re-

tailers to brand all goods with their cost prices. To prevent the further spread of the report and to remove any confusion which exists, the War Industries Board makes its position clear.

The Board has treated matters of prices of raw materials, of manufactured products and of wholesale distribution. An effort is being made to adjust a fair scale of retail prices, based upon the cost of production, in co-operation with the various industries, which are attacking the problem under the guidance of the Board in a spirit of co-operation and fair-mindedness.

The Board believes that this method will bring about beneficial results. No action ever has been or will be taken by this Board affecting the interests of any industry, except after consultation with representatives of that industry. It should be said that the War Industries Board is deeply concerned over the whole question of retail prices and is intent upon gaining the support of the various industries so that the public may have a fair deal.

#### ASK RELAXATION OF OLIVE OIL EMBARGO.

Importers of olive oil were in conference here recently with officials of the War Industries Board, the War Trade Board, U. S. Food Administration and the Shipping Board. They sought a relaxation of the import embargo.

The importers set forth that conditions in their business have materially changed since their earlier hearing at the War Trade Board. They called attention to the fact that the Spanish Government has raised the embargo on exports and that certain amounts of olive oil have been allocated to North and South America. They argued that the import embargo for the United States should be lifted so that they could get their share of this allocated supply.

Their proposal has been taken under consideration, but officials who attended the conference say it will be some time before a decision can be given, as considerable cabling has to be done. The negotiations for the War Trade Board are in charge of T. W. Slocum and for the Shipping Board, V. C. Finch.

While a careful investigation will be made in compliance with the proposals of the olive oil importers, the government officials do not see how any change can be made considering the stress upon trans-Atlantic shipping and the paucity of vessels. They say that the proposal to lift the embargo really boils down to a request to bring in oils from Spain and ship back oils to France. They figure that when satisfactory substitutes for olive oil are found in this country for the war welfare the people should be well satisfied to use these substitutes and release the ship space that would be required for the to and from haul across the ocean.

#### PIG TIN PLACED UNDER LICENSE SYSTEM.

The War Industries Board is to take control of the domestic pig tin situation under a license system. The following announcement to consumers of and dealers in pig tin is made by T. G. Cranwell, acting chief of the Tin Section of the Board:

"All users and dealers in pig tin will be licensed, and a complete inventory of stocks on hand and contracts unfilled will be made, and, if necessary, supplies will be re-distributed to equalize same according to essential uses. Full details of licensing plan will be announced later."

In accordance with this decision of the War Industries Board questionnaires are being sent out to the 2,000 odd individuals and plants affected calling for the information, under oath, demanded by the inventory. On the facts to be thus gathered as to the actual supply of pig tin stocks and the unfilled contracts, and the manner and quantities in which the pig tin is being held the War Industries Board will decide whether essential uses demand an equalization of such stocks through re-distribution and a matching-up among the plants.

The Tin Section has been informed there is considerable uneasiness in the trade as to control by the War Industries Board of the pig tin situation, and it is the belief of Mr. Granwell that announcement of positive plans of control will prove beneficial. He says that the control plan will affect only the users and dealers in pig tin, and that the public which uses tin plate, will be benefited by the licensing system of control.

## TALC RESOURCES AND PRODUCTION OF SOUTH AFRICA \*

Talc has a wide distribution in the older rocks of the Union of South Africa, but has hitherto been worked only in the Barberton district of the Transvaal and in one or two other localities. In the Barberton district the talc occurs in the form of nearly vertical bands up to 15 feet in thickness, bounded by smooth joint planes, the "country" being a pale, dirty grayish or greenish massive ultrabasic rock, rich in magnesia, belonging to the Jamestown series. The purest form of reef matter constituting that first quality of "ore" is a delicate, pale greenish, subtranslucent rock possessing a well-developed fibrous structure, the slightly curved fibers being arranged more or less parallel with one another. Dark-colored varieties, often deep green and quite opaque, form the second quality of ore. Gold occurs in the talc as thin smears and films on joint planes, and the occurrence was originally worked as a gold mine. At present gold is a by-product of the talc-mining operations. The deposits have been opened up by means of shafts and tunnels and the reserves of talc are said to be enormous.

### METHODS OF MANUFACTURING FIRST-GRADE TALC ORE.

The talc mined goes to a dressing plant, in which the first and second grades of ore receive separate treatment. The better quality of talc is introduced in the form of small lumps into a disintegrator of the "cyclone" type, where it is ground to a fine powder, which is carried upward into a vertical elevator pipe by a strong current of air generated by a blower attached to the disintegrator. The most finely comminuted talc passes out of the top of the vertical pipe into a long, sausage-shaped vertical canvas balloon and drops into a receiver below as soon as the machinery stops. The material thus collected forms the best quality of ground talc. It is used principally for toilet and medicinal purposes. The coarser talc powder that does not reach the top of the vertical elevator pipe is carried off by means of a side piece to a very fine horizontal silk screen. The talc remaining on this screen is reground; that which falls through constitutes the second grade of ground talc. It is used for cleaning and drying corn and other cereals,

\*From the South African Journal of Industries, Pretoria.

for making soap and grease, for facing molds in brass foundries, and for treating the wounds and skin diseases of cattle.

### MANUFACTURING LOWER GRADE TALC—TALC FOR PAPER AND RUBBER MAKING.

The lower grade of talc ore is sent through a five-stamp battery, in which any gold present is recovered, while the talc tailing, after being passed over a Wilfley table, is dried and screened. The talc thus obtained is used by boot manufacturers for leather dressing and finishing in the manufacture of paints and distempers, by garages and rubber manufacturers, in the preservation of eggs and fruits, and for making imitation stone and tiles. Part of the talc mined is cut into slabs for the manufacture of acetylene-gas burners, into square and round slate pencils, and into thicker engineer's pencils, which are used in large quantities by the South African railways.

The better grades of ground talc have been found well adapted to the manufacture of paper and rubber, and as the talc can be cheaply mined and railaged from Noordkaap Siding to Delagoa Bay is only 3s. 6d. per ton, it is confidently anticipated that a big export trade will be established in it when shipping space for this purpose is once more available.

### PRODUCTION OUTSIDE OF BARBERTON DISTRICT—TOTAL PRODUCTION

Ground talc is also being prepared in Johannesburg from a talcose schist, said to occur in the old granite to the north of Krugersdorp, Transvaal. No information regarding the deposit is available. Ground talc suitable for covering boilers and steam pipes is being obtained from a talc-molite rock near Pomeroy, on the Maceheko River, in Zululand. Massive talc or soapstone is a common mineral in southern Rhodesia, occurring in the Basement Complex in large bodies in a more or less pure form. The fibrous variety used in paper making also occurs; the writer has seen some very fine specimens of foliated talc from this territory. A number of talc claims have been pegged in different localities, but as yet no attempt has been made to work any of the deposits.

The production of talc in the Union of South Africa has been as follows in the last three calendar years: 1915—44 short tons, valued at £218; 1916—132 tons, valued at £586; and 1917—785 tons, valued at £1,962.

## INDIAN ESSENTIAL OILS

MR. PURAN SINGH, chemical adviser to the Forest Research Institute, Dehra Dun, Nilgiris, contributes to the Indian Forest Records (Vol. V., Part VIII.) the following three notes on the production of essential oils in India:

1. Note on the eucalyptus-oil industry in the Nilgiris.
2. Note on the distillation of geranium oil in the Nilgiris.
3. Note on the manufacture of wintergreen oil in India.

In regard to the distillation of eucalyptus oil it is a curious fact that although there are immense plantations of *Eucalyptus globulus* in the Nilgiris, and that the distillation of the essential oil from the leaves is simple, no attempt has hitherto been made to develop the industry on a commercial scale, Australia being almost our only source of supply. The matter being one worthy of investigation, Mr. Singh visited Ootacamund to study the conditions under which the local industry is carried on, and to advise in regard to the possibility of improving the methods of distillation, and of further developing a business which should yield a fair return. Taking an experimental plant with him, Mr. Singh bespoke the interest of the local distillers in his work. At present the largest still in use in the Nilgiris is one which takes about 800 lb. of leaves at a charge, taking

about six hours for distillation. On this scale, the cost as given by the Nilgiri distiller is Rs. 4 per 6 lb. of oil, and his minimum sale price Rs. 6-8, giving a margin of a minimum profit of Rs. 2-4 per charge, or six annas per lb. The railway freight per goods-train per maund (of 82 lb.) from Ootacamund, to Madras, Bombay, Calcutta, and Lahore works out at a little more than one anna per lb. Mr. Singh considered that if the leaves were allowed to dry in the forest the quantity of the dried leaves necessary to produce 1 lb. of oil would be about 66 lb., against 114 lb. of the fresh leaves, which would reduce the cost of carriage by about 60 per cent. Collection he regards as quite easy, as one female labourer at four annas per day can collect in one spot, ready for cartage, at least 500 lb. of shade-dried leaves per day. The following interesting conclusions were arrived at by Mr. Singh.

(1) The mature leaves drawn from trees planted in 1863 gave an average yield of 1.16 per cent. of oil from fresh leaves containing 49 per cent. of moisture, or 2.28 per cent. calculated on dried leaves. (2) The leaves taken from trees of ten years' coppice growth yielded, on the average, 0.875 per cent. of oil on the fresh material, or 1.48 per cent. on the dry material. (3) The tender leaves of young shoots of one year's coppice growth gave 0.83 per cent. of oil on fresh material and 1.61 per cent. on the dry material. (4) The green leaves employed in No. 2 above were then shade-dried, having been exposed to the mild sun

of the Nilgiri winter. They yielded 1.39 per cent. of oil on the material containing 10 per cent. of moisture and 1.54 per cent. on the completely dried material. (5) Leaves dried *in situ* and sent to Dehra for distillation gave only 0.92 per cent. on the material containing about 10 per cent. of moisture. It is therefore apparent that the leaves which give the best results are those taken from old trees or original growth. The tender leaves of young shoots of one year's coppice growth, however, give such satisfactory results that a plantation meant to be worked solely for the distillation of oil could be annually cut back so as to utilise each year's fresh growth. There is practically no loss of oil when leaves are dried *in situ* in the forest, for the simple reason that the oil occurs as an oleoresin under the waxy outer covering of the leaf. The advantage of drying the leaves in this way is that for the same charges of distillation and supervision 50 per cent. more oil is obtained. The drying of leaves in the open sun should be avoided except during the winter, when the temperature is low. The final conclusions are: (1) That it is essential to distill the leaves, shade-dried *in situ*, on a scale of at least 1 ton per charge, in order to reduce the cost of production. (2) The initial outlay of capital on mechanical contrivances calculated to reduce the cost of the transport of leaves is recommended in preference to making arrangements from time to time and dealing with the unskilled and half-hearted labour obtainable on the Nilgiris. This refers to details of organization which an enterprising manufacturer can easily overcome, and thus secure the permanent reduction of his recurring charges of transport. (3) The design of the still recommended for adoption can be made in copper or in iron lined with copper, or in iron only, the last being the cheapest. The catch-still will serve the purpose of holding back impurities and the very heavy sesquiterpenes, thus giving in the first distillate as good an oil as could be produced by redistillation. (4) Since it is impracticable to adopt the Australian system of "lopping" in existing plantations, it may be found possible to start special plantations on a very short rotation mainly for the purpose of leaf-supply, the resulting fuel being of secondary importance."

It was found that the Nilgiri oil is B.P. (about 60 per cent. eucalyptol by volume) except as regards the solubility test, while in some cases the specific gravity is below the B.P. requirements.

It appears that there is little possibility of the industry developing much during the war, as the construction of large copper stills in India is almost impossible owing to the prohibitive cost of the materials. Mr. Singh has endeavored to collate all the information available on the subject of eucalyptus oil in this note, and he presents it in a concise form. In the note on the distillation of geranium oil in the Nilgiris, Mr. Singh recommends that its cultivation should be extended to provide the eucalyptus-oil distiller with an alternative material to distill, as the climate of Ootacamund is well suited for its cultivation; while in the note on the distillation of wintergreen oil Mr. Singh is of opinion that it would be a profitable industry in Assam provided adequate arrangements were made to cultivate the plant.

#### BUY LIBERTY BONDS

### WINTERGREEN OIL IN INDIA.

The following note by Mr. Puran Singh, chemical adviser to Forest Research Institute, Dehra Dun, is reprinted in the *Indian (Government) Trade Journal* from Indian Forest Records:

As early as 1867 Broughton proved that methyl salicylate is found in the leaves of *Gaultheria fragrantissima* Wall. The plant occurs in Assam, in the Nilgiris, and on the hills near Toungoo, in Burma, but up to this time apparently no effort has been made to utilize it for the manufacture of wintergreen oil (the commercial name for methyl salicylate), which could, in turn, form the starting point from which to make natural salicylic acid and natural sodium salicylate. An inquiry was therefore instituted to collect data as to the possibility of the manufacture of wintergreen oil in India. This note embodies the results obtained. The leaves obtained from

the Nilgiris and from Assam have been distilled on a commercial scale, and the figures of profit and loss have been worked out, based on the actual yield of water-free filtered oil.

*Gaultheria fragrantissima* Wall, is also known as *G. Leschenaultii* DC. and *G. punctata* Bl. Brandis describes it as occurring in Nepal, Sikkim, and at an altitude of 6,000 to 8,000 feet; also on the Bhutan and the Khasi Hills and on the hills east of Toungoo at 6,000 to 7,000 feet. It grows gregariously on the Nilgiris. It occurs in the Palni Hills, in the hills of Travancore, in Ceylon, in the upper mountain zone of Yunnan, and on the mountains of Java and Sumatra. Mr. J. B. Copeland, the conservator of forests, Chamba, informed the writer that he never saw the plant on the Punjab hills, though he came across it very frequently in Burma.

The following conclusions are summarized:

(1) *Gaultheria* growing in the Nilgiris is poorer in oil content than that found in Assam, the former having 0.12 per cent and the latter 0.68 per cent, as determined by distilling the leaf with the stalk in the winter season. It is probable that in the spring the yield of oil will be much larger.

(2) The distillation of wintergreen oil promises to be a profitable industry in Assam, provided adequate arrangements are made to cultivate the plant, in order to obtain a constant and sufficient supply of leaves.

(3) The Nilgiri plant is too poor in oil content to be considered as a commercial source of *Gaultheria* oil.

#### BUY LIBERTY BONDS

### PRODUCTION OF PATCHOULI.

Patchouli is both a wild and a cultivated crop in the Malay Peninsula, says Counsul George L. Logan. The following data concerning it were furnished to the Penang Consulate by the Director of Agriculture for the Federated Malay States:

"Patchouli (*Pogostemon patchouli*) is a soft-leaved herb from 2 to 3 feet high, much branched, with square stems, emitting when rubbed the characteristic smell of patchouli. The Chinese, who chiefly cultivate this plant in Malaya, often plant it on newly cleared ground among the fallen logs. Here, slightly shaded, it grows very rapidly and well. Where it is regularly cultivated, it is planted in properly prepared beds.

"The best method of propagation is by cuttings of young shoots. These are cut about 3 inches long, care being taken to cut just below a joint. The cuttings are then pricked into nursery beds well watered and shaded. In three weeks to a month they will have rooted and can be removed to the permanent beds, where they should be shaded until thoroughly established. The plant grows well in open sun, but it will also stand a little shade and may be grown as a catch crop in young rubber or coconut clearings. The cuttings may be planted at distances of about 2 feet.

"The first crop can be cut six months after planting and afterwards twice a year. In Perak it is usual to take only three crops and then replant. The leaves when cut out may be dried in the sun, but it is better to dry them in the shade, spreading them out in a cool and airy shed. When quite dry (about one week) they may be packed in bales.

"One picul (133 1-3 pounds) of the leaf dried just as it is cut yields from 24 to 30 ounces of essential oil, and a sample free from the heavier stalks yields about double that amount. Thirty-six pounds of green leaves produce 10 pounds of patchouli. One-twentieth of an acre planted by Curtis gave 449 pounds of green stuff, and after 10 days it had dried to 106 pounds, which on picking over gave 69 pounds good leaf and 37 pounds refuse.

"The dried leaf is exported from this country principally to Marseille and New York. Exports from Penang for 1916 were almost exclusively to New York and amounted to about 65 tons."

The exports of patchouli leaves from Penang to the United States during 1917 totaled 79,979 pounds, valued at \$12,252 gold. Penang exporters of native products are in position to handle a much larger volume of trade in this commodity if orders are received.



## WAR'S EFFECTS ON BOTTLE INDUSTRY AND ITS FUTURE

The United States Tariff Commission has just issued an important review of the "Glass Industry as Affected by the War," from which the following information of great interest to perfumers, toilet preparation makers and extract manufacturers is gleaned:

The production of bottles, jars, and similar products in 1914 was valued at \$51,958,728. This is the leading branch of the glass industry, representing 42.2 per cent of the value of the total glass production in 1914. The increase in the 10-year period from 1904 was 54.5 per cent. Of the 10 groups of ware in this branch, bottles, vials, and druggist's ware, were produced in greatest quantity—4,893,416 gross. This was an increase of 52.8 per cent in the 10-year period, 1904 to 1914. The production of milk jars increased 368.8 per cent; beer, soda, and mineral-water bottles, 94.5 per cent; fruit jars, 12.9 per cent; electrical goods, 296.7 per cent; packer's and preserver's containers, 164.4 per cent; and demijohns and carboys, 149.5 per cent in the 10-year period. There was a decrease of 16.4 per cent in the production of bottles used for patent medicines.

The exports of bottles, vials, carboys, jars, and similar products in 1914 valued at \$711,353 increased to \$2,435,610 in 1917 or by 242.4 per cent.

The factories making this ware in 1917 numbered 147 and were operated by 118 companies in 19 states. Included in the total were 54 machine factories and 44 hand and machine factories using semi-automatic machines.

The number of persons employed in 1917 in the factories reporting was an increase of 8.4 per cent over the number employed in 1914.

The average wages of typical occupations in the industry in 1914 and in 1917 and the per cent of increase during the period are shown in the following table:

Occupation	Average Earnings Per Week		Per Cent. of Increase, 1914-1917
	1914.	1917.	
Blowers .....	\$28.36	\$34.56	21.86
Gatherers .....	24.85	32.68	31.51
Machine tenders .....	18.50	26.88	45.30
Furnace chargers .....	15.57	21.29	36.74
Batch mixers .....	11.66	16.48	41.34
Common laborers .....	9.32	14.82	59.01

At the Tariff Commission hearings in January, 1918, it was stated that the automatic machines made 45 per cent of all bottles produced. The statistician and assistant sales manager of the Automatic Machine Co. testified to conditions in the industry. The following extracts briefly explain its work and effect:

"The machine is entirely automatic. The glass ingredients are filled in practically every hour, and the glass melts in a large basin called a continuous tank. It flows through the machine and by a vacuum process the machine automatically draws a sufficient quantity of glass from the furnace to form a blank; it automatically transfers the blank from the blank mold to the blow mold, and the bottle drops out of the machine a finished article.

"Our bottles are made automatically. They are in constant rotation. The machine operates 24 hours continuously for 6 days a week without interruption.

"We do not use any operators, except a man to oil the machine. He is simply an observer. He oils the machine and changes the molds when they get dirty. But it is not necessary to stop the machine to change the mold. They simply have a fork with which they pick up a mold and remove it from the machine, and another man, with a mold on another fork, drops it back in the receptacle while the machine is going.

"The machine makes everything from 1-dram bottles to 12-gallon bottles. We are making the 1-dram bottles on this machine at the rate of 165 per minute. About 45 per cent of the total production of bottles in this country is made on the Owens automatic bottle machine and 55

per cent made on the semi-automatic machines and by hand labor.

"The labor cost of bottles made by the automatic machine is negligible, practically nothing. We can produce a bottle cheaper than anyone else in the world, and we feel sure that we can give the quality. We can produce them much cheaper, because it is quite a difficult job to produce the bottles by hand. It requires a large shift of skilled labor. Three men are required to blow the article and one to finish it.

"Those two processes can compete because the Owens Bottle Machine Co. has never made any attempt to hinder them. The demand for bottles has been very great, and the relations between the Owens Bottle Machine Co. and the hand bottle manufacturers and the semi-automatic machine people have always been friendly, and there has been no effort to injure them in any way, either by cutting the price or in any other way destroying their business.

"Nearly all of the fruit jars made in the United States are made by the Owens machine. Milk bottles are made on the Owens machine in a number of factories in six states.

### AUTOMATIC MACHINE USED ABROAD.

"We issue a license permitting the use of our machine in this country and also abroad. Our machines are used abroad. About 1907 or 1908 there was a continental European syndicate formed embracing bottle manufacturers on the Continent and the British Isles, and they purchased the continental European rights, or the foreign rights, I might say, to operate this machine. As to whether they are operating them just now I can not say, but they have operated them in Germany, Austria, Russia, England, Scotland, Ireland, Sweden, and Cuba, and arrangements have been made to put them in operation in Japan. The first machine was built here in the United States. Then, because of the patent laws of some of the foreign countries, which provide that subsequent machines must be built entirely in the respective countries in order to be operated and protected according to the patent laws of those countries, the machines were made in the respective countries.

"About eight months ago Japan started a factory and placed two machines in operation. Surprising as it may be, the highest production they have ever attained in the United States in the making of beer bottles has been about 425 gross a day. In Japan they are making 500 gross of beer bottles a day on those two machines. I think that is largely due to the ingredients used in their glass. There is something in their sand, a little more clay, I guess, than we have here, which enables the glass to set quicker, enables the bottle to chill quicker, and it drops out of the machine a little faster. I made two trips to Europe for the American Flint Glass Workers' Union. I was there in 1902 and again in 1911. The bottle machine in Europe has been handled very systematically, or diplomatically, we may say, the same as it has been handled in the United States. The people who have had control of the machine in Continental Europe have not made any effort to drive other people out of business. They have maintained an equitable price on their product. They seem to enjoy a fair profit on their business without any attempt to destroy the business of competitors. There are hand-blown factories there today just as there are in this country, but at the same time many of these machines are in operation.

"The fact of the matter is the consumption of bottles has grown to such an enormous degree that if it had not been for the machines in this country, and other countries for that matter, the people would have been in pretty bad condition so far as the supply of bottles is concerned."

The vice-president of the glass blowers' association, testifying before the Tariff Commission on behalf of the hand-made bottle workmen and also for the workmen operating semi-automatic machines, made interesting statements from which the following extracts are given:

"We estimate that an Owens machine will produce 330



gross of beer bottles in 24 hours and will displace about 54 skilled workmen. You can form some idea from that of the effect it has upon our trade. One of these flow machines for making milk bottles will displace 13 skilled men.

"The men employed on the one-man machines get an average pay of \$7 a day. We have agreements in two or three places under which the men are paid from 50 to 60 cents an hour, and five men are employed on a machine in 24 hours. In a particular place I have in mind the machine makes 416 gross in 24 hours, and displaces 40 men who were paid \$7 a day, and the four men are working on the machine at \$3 a day. These men were paid \$7 a day when they made these bottles by hand about a year ago, just before this machine was introduced. It is a comparatively recent introduction. Where we have agreements it is now \$4 per 8-hour shift, but the agreements are just coming in. We haven't agreements at every place where the machine has been installed.

"The automatic production in the United States in the last three years has increased 100 per cent. In the hand-bottle industry, due probably to the stimulation of the war, it has increased probably 30 or 40 per cent. What the situation will be after the war it is pretty hard to say.

"The Owens Bottle Machine Co. operates 87 automatic machines in this country. The rest of 207 machines are operated by other companies under lease. We have an agreement with the Owens Automatic Machine Co. on 46 per cent of their machines, or 49 machines, and their attitude toward the members of our association has been very fair. We have no complaint to make as far as that is concerned.

"Since we were organized in 1847 we have not resisted in any way the introduction of machinery. A glass blower works about eight or nine months in the year. The American workman is the most efficient. For instance, in hand-bottle blowing the move in England is approximately about 70 dozen quart bottles. In this country a shop can produce from 210 to 240 dozen a move in one day."

The questionnaire of the Tariff Commission elicited from a bottle manufacturer the following statement, which illustrates the trend in the industry:

"In former years we made bottles entirely by hand; then we installed the three-man semi-automatic machine. We then adopted the one-man, one-boy machine, and in the near future a one-man, no-boy machine, and eventually we will have a no-man, no-boy machine."

#### BUY LIBERTY BONDS

### TOILET ARTICLES IN HONGKONG

American toilet articles are increasing in favor in the Hongkong market, says Consul A. E. Carleton. The larger importations from the United States during the last three years have not been due wholly to war causes and the inability of obtaining the usual pre-war supplies from Great Britain and France; they were partly attributed to the intrinsic worth of the goods. It can be said that Hongkong merchants are favorably disposed toward American face creams, rouge, face powders, and similar articles, and there is every reason to suppose that after the war importations from the United States will be as large as at present. If the prices and conditions are equal with those of Europe, American manufacturers will have an excellent opportunity to maintain and possibly increase their hold in the Hongkong and South China fields.

Broadly speaking, the consul intimates that a good deal of free advertising in the way of samples and a substantial assistance to drug stores and general handlers of toilet articles are necessary to push goods which are not known locally. American exporters must recognize that the same conditions obtain in China as in the United States in respect to the introduction of new lines of goods, and if an article is unknown in Hongkong, the same rule of trade introductions must be applied if reasonably large sales are to be expected. This is particularly the case with the Chinese trade, and the better class of Chinese are comparatively large users of toilet articles. The Chinese, however, are conservative and will not buy unfamiliar articles, even if cheaper and better than the ones with which they are acquainted, unless these advantages are clearly and unquestionably set forth.

In any event the sale of high-class products would not be large if the total population of the colony is taken into consideration. Hongkong has approximately half a million people, but the same standards of a city of that size in the United States do not exist, for it is doubtful if 1 per cent of the inhabitants of Hongkong would be purchasers of toilet articles of the ordinary grades, and this percentage would be much less for those of the higher grades.

In regard to the best methods of extending sales in this market there are two ways open, and the choice depends a good deal on the kind of goods to be sold and the method best suited the American exporter. The method which appears to be most in favor is to appoint an agent for Hongkong and South China with exclusive rights to handle the line, generally on a commission basis. The importing house expects financial assistance in the way of advertising.

The other method is to sell direct to druggists and other handlers of toilet preparations, particularly to the Chinese department stores. The chief objection to this method is that there would be no stocks in the colony from which to draw as occasion demands. An agent having obtained a first-hand knowledge of the requirements of the market would be in a position to order in accordance with such trade requirements, and probably this method, all things considered, would best serve American manufacturers.

#### BUY LIBERTY BONDS

### TOILET PREPARATIONS IN JAMAICA

There is a good demand in Jamaica as in other tropical countries for toilet creams, lotions, fancy soaps, and other toilet specialties which appeal to women, and the increase in the number of women workers has widened their purchasing power, says Vice-Consul Davis B. Lewis, at Kingston. This fact is shown by the increase of imports of perfumes and toilet preparations, which rose from an average yearly value of \$70,000 in 1914 to about \$115,000 in 1916, but declined in 1917 to \$100,000. This decrease is accounted for by the curtailment of transportation and the difficulty of obtaining goods.

Most of the toilet preparations used in Jamaica are imported from England, France, and the United States. In 1914 the United States supplied about 30 per cent of the entire imports of this class of goods into Jamaica. In 1917 imports from America rose to 55 per cent of the total amount of fancy soaps, while 80 per cent of the toilet articles were of American origin; certain of these brands are very popular and well established.

This class of goods is sold in drug and department stores, there being no exclusive shops or "beauty parlors" handling them, and complete lines in all grades are carried in stock and attractively displayed. The retail prices are about the same as for similar size packages in the United States. The advertising of certain standard trade-marks of various manufacturers of several countries is carried in the local papers, and the usual methods of publicity employed in the United States to create and stimulate a demand for a certain specialty are applicable.

The import duty on toilet preparations is 16½ per cent, the same rate applying to samples sent for inspection and samples of miniature size for free distribution. There is no duty on printed advertising matter sent with goods; such literature should be in the English language. Shipments are usually made via New York or New Orleans on terms as agreed upon.

#### BUY LIBERTY BONDS

### A New Pepper Oil.

A plant growing in Java, known as *Daon sisirihan*, which is botanically *Piper aduncum*, yields an essential oil which has recently been examined. It has the following characters: Specific gravity at 27° = 0.856; optical rotation = +5° 40'; acid value = 1.2; saponification value = 8.4; acetyl value = 48.7.

#### BUY LIBERTY BONDS

### The Real Trouble with Co-operation.

Co-operation is something you give—not something you receive; that's why there is not more of it.—*Newcomb Carlton, President Western Union Telegraph Co.*

## AMERICAN FOOD, DAIRY AND DRUG OFFICIALS

### OFFICERS FOR 1918-19.

*President*, BENJAMIN L. PURCELL, of Virginia.

*Vice-Presidents*, JAMES SORRESEN, of Minnesota; E. L. BARNHOUSE, of Missouri, and THOMAS HOLT, of Connecticut.

*Executive Committee*, DR. E. F. LADD, of North Dakota; DR. GUY G. FRARY, of South Dakota, and GEORGE L. FLANDERS, of New York.

*Treasurer*, GEORGE J. WEIGEL, of Wisconsin.

*Secretary*, JOHN B. NEWMAN, of Illinois.

*Committee on Co-operation*, DR. J. S. ABBOTT, of Washington, D. C.; FRED L. WOODWORTH, of Michigan, and CAPTAIN R. E. ROSE, of Florida.

The annual address of James Foust, of Pennsylvania, president of the American Association of Food, Dairy and Drug Officials, presented at the opening session of the organization's annual convention in Chicago, August 27, was more than of usual interest, not merely for what it said but for what it disclosed as to the attitude of the "old line" food commissioners toward the Food Administrators of wartime.

There has been more or less suspicion that the various State food commissioners, working under the pure food laws, were not wholly in sympathy with the new State Food Administrators, on the ground of local jealousies, but if such ever existed it in no wise found support in the keynote address of the Pennsylvania commissioner. He rung 100 per cent true to the war, to an extended food supply and to loyalty for Mr. Hoover and his great task.

It was essentially a war-time convention, this fact being revealed strongly by President Foust in his address, and further emphasized a few minutes later when Lieut. G. M. Sauvage, attired in the blue uniform of the French Army, stepped to the platform and told how food conserved in the United States and its exportation abroad had aided the morale of the civilian population and the troops in his country.

There was some difference of opinion on the only point on which there has been an issue among the members, viz., the admission of municipal food authorities to membership. There was much debate on this proposal, but in the end it was decided to take in city members, giving one vote to all city representatives of a State collectively and retaining for all State and Federal officials as a unit, the usual three votes. It was also recommended that States organize local associations of city and State food officials subsidiary to the National body. The papers were constructive and interesting.

Dr. Edward Kremers, of the University of Wisconsin, delivered an address on the necessity for better drug standards, which are now very uncertain, and urged that action be taken to expedite the determination of the new definitions in the United States Pharmacopœia, and its early publication by the Government.

Dr. A. H. McGill, of the Canadian Revenue Department, made a brief address, presenting the appreciation of Canada, not only for America's valued and vital aid in winning the war, but also in pointing the way in the direction of assured pure and honest food.

Secretary Newmann outlined the details of his work during the last year in his report, and Treasurer Weigel

submitted his report, showing total receipts of \$773, disbursements of \$436, and a balance of \$338, as compared with \$251 at the opening of the year. Frank A. Smith, of Philadelphia, was appointed by President Foust as general representative of the officers of the association in all details of entertaining the delegates and co-operating with the local committee of reception.

Dr. W. A. Evans, professor of sanitary science at the Northwestern University, made a brief address on the growth of municipal food control measures.

J. S. Abbott, of the Department of Agriculture at Washington, presented the formal report of the committee on co-operation, which has been working for the amalgamation of effort and policy between State, Federal and city officials and pointed out that much progress has been accomplished, with a prospect of even greater measure of uniformity in practice in the future. He submitted a suggestion of several points on which work can be predicated to forward the work of joint effectiveness.

Dr. Carl L. Alsberg, chief of the United States Bureau of Chemistry, took a prominent part in some of the discussions and was urged for the presidency of the association, but declined the honor.

Dean Eugene Davenport, of the University of Illinois, read an especially sane paper upon the war's effects on the dairy industry, in which he expressed the belief that milk and milk products are only beginning to be understood and appreciated—either as food economies and in the elements that involve their cost. It was discussed by Prof. Oscar Erb, of Ohio.

George L. Flanders, of New York, read a paper explaining the limitations of State and Federal authority under the law during wartime, supporting it by copious citations.

Commissioner Guy G. Frary, of South Dakota, read a paper on sanitation in food manufacture and distribution, which was discussed by Dr. L. M. Tolman, of Chicago, and E. L. Barnhouse, of Missouri.

Among the resolutions was one pledging hearty support and loyalty to Food Administrator Hoover and another asking him and the Director General of Railroads to act to prevent the wastage of food material in shipment by rail. Endorsement was given to all movements for the "further formation of organizations of the individual food manufacturers engaged in the several lines of food production in order that opinions, desires and suggestions regarding any proposed regulation may be submitted to the association in concrete form expressing the united judgment of the industry as a whole, to the end that regulations, when formulated, may be enforced with the greatest good to the public and with the least disturbance of the business itself."

Another resolution read:

"Resolved, That it is the sense of the Association of American Dairy, Food and Drug Officials that membership in the joint committee on food definitions and standards should be restricted to those who have no financial interest, direct or indirect, in the manufacture of food or drug products."

These papers were read:

"Co-ordination of State and Municipal Food Control," by Dr. H. E. Barnard of Indiana; "Distinctive Names, Arti-

(Continued on next page.)

# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President F. P. Beers and other officers of the association have been busy looking after the revenue legislation at Washington. The association is on record as more than willing to do its share to win the war and its officers only wish to see that other industries are not slackers. In other words there must be no discrimination if it can be prevented. In our Washington letter will be found reference to the activities of extract men at the capital. See page 220.

Since our last issue Circular No. 75 was sent to the members. The circular is a protest against the amendment of the Harrison Law proposed by Representative Rainey of Illinois. Members and others in the extract industry are advised to protest vigorously against the passage of the Rainey measure.

—BUY LIBERTY BONDS—

### SYNTHETIC FLAVOR IMITATION.

In a recent issue of the *New York Journal of Commerce*, appeared an article entitled "Not all synthetic flavor imitation," by J. J. Willaman, who is connected with the publicity service of the American Chemical Society. A sub-head of the article reads "Chemist argues that Vanillin is the true Vanilla."

In our opinion, the following paragraph from this article is not only grossly untrue but injurious to the flavoring industry. We seldom pay attention to newspaper errors of this kind for they most frequently come from the pens of uninformed writers, but when a statement is made on the authority of the American Chemical Society, we believe it is time to take some sort of action.

We therefore invite the attention of all our readers to this article and would suggest that they communicate with the Secretary of the American Chemical Society, Dr. Chas. A. Parsons, Washington, D. C. Appropriate action should also be taken by the Flavoring Extract Manufacturers' Association. Mr. Willaman says:

"Now the chemist has found out what the actual flavoring substance of the vanilla bean is. Then he found out how to produce it in the laboratory. Then he found out how to make it on a large scale and cheaply in a factory. And then the commerce in vanilla beans began to die out. Today very little of our vanilla flavoring ever saw a bean. You can't tell the difference? No, of course not. Bear in mind that artificial vanillin is not a new substance; it is not a substitute; it is absolutely the same compound that nature made. The chemist may call it 'methyloprotocatechuic aldehyde,' but that doesn't spoil the taste of it for us."

—BUY LIBERTY BONDS—

### Paper Was Read at the F. E. M. A. Convention

Through an oversight the paper on "Non-Alcoholic Tube Flavors," by R. O. Brooks, B. Sc., printed in our July issue on pages 158 and 159, was not credited as having been read, as it was, at the ninth annual convention of the Flavoring Extract Manufacturers' Association.

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

### New York City Supply of Spices Passes.

Inspectors of the factory squad of the New York City Bureau of Food and Drugs have been making a survey to determine the quality of the various spices used throughout the city. Forty-four samples were taken of pepper, paprika, coriander, allspice, cloves, ginger, cinnamon, cayenne, nutmeg, mace, majoram, cardamon and turmeric. Of these thirty-four were found to conform with the standards established by the United States Department of Agriculture (in F. I. D., 172). Of the remaining ten, slight variations were found, but were not large enough to warrant prosecution for intentional adulteration. The survey indicates that the quality of the various spices on the market in the city is uniformly good.

—BUY LIBERTY BONDS—

### AMERICAN FOOD OFFICIALS CONVENE.

(Continued from the preceding page.)

ficial Products, Imitation and Synthetic Products," by Charles F. McKinley of Illinois; "Factory Inspection," by J. R. Garner of Chicago. There was also an extended "Round Table Discussion" of various topics.

Invitations were received to hold the next convention in New York city, Cleveland, Cincinnati, Tallahassee, Fla., Des Moines, Iowa; Atlanta, St. Louis, and Providence, R. I. The sentiment was strongly in favor of New York city, but in accordance with custom the selection was left to the executive committee.

There was some discussion about the proposed model drug inspection law of the American Pharmaceutical Association, which proposes that the drug law enforcement and inspection in cities and States be by drug commissioners appointed by the State Board of Pharmacy, only graduate pharmacists of ten years' practice being eligible for the office. There was much opposition to the plan, but no action was taken.

The annual association dinner was held at the Congress Hotel, with about 200 in attendance. Wilbur D. Nesbett, of the Carnation Milk Company, was toastmaster and the speakers were Food Administrator Wheeler of Illinois, W. A. Milne of the Federal Food Administration, President Jay Davies of the National Wholesale Grocers' Association (represented by Jay D. Miller) and "Billy Baxter," the humorist.

—BUY LIBERTY BONDS—

### Soda Water Flavors Association.

The National Manufacturers of Soda Water Flavors have been very active in protesting against the double tax on non-beverage alcohol and other matters of vital interest to the trade. Renewed protest also has been made against the practical ban on saccharine at a time when sugar conservation has been forced.





Mr. Arthur O. Freedman has established the Arthur O. Freedman Co., 22 Custom House street, Boston, Mass., as a dealer in dyestuffs, chemicals and drugs. Mr. Freedman is a familiar figure in the perfume and pharmaceutical trades. We join with his many friends in extending our best wishes for his success.

Our readers will recall that in our October, 1917, issue we published an interesting article from *La Revue de Grasse*, regarding the project initiated in that interesting city for the erection of a memorial to the United States to commemorate the arrival in France of the first United States war vessel, the *Seattle*, after our declaration of war. The beautiful work of art illustrated in the accompanying photograph will fill every American with pride and gratitude, and it will be of special interest to all connected with the



perfume industry. This engraving was made from a photo sent to us from Bruno Court, Grasse, France, through their agents, Compagnie Morana, New York, and copies of it were sent to their friends in the trade.

Among the interesting exhibits at the Annual Fair at Lyon, France, was that of the house of R. Subinaghi & Co., Milan, Italy. This house, which has been honored with awards at the expositions at Milan in 1906, Turin and Buenos Ayres in 1911, etc., was established in 1905, by Riccardo Subinaghi, and in 1915 was converted into a corporation. Its specialties are Messina essences, oil of lavender, etc. In our advertising pages appears the firm's announcement in which applications from prospective American agents are invited.

The New York Credit Men's Association has elected the following officers for the ensuing year: President, E. S. Boteler, of G. K. Sheridan & Co., (re-elected);

First Vice President, U. S. Kolby, American Ever Ready Works; Second Vice President, Edward B. Heyes, of W. & J. Sloane, and Treasurer, J. Hobby, Jr., American Locomotive Co. Arthur H. Alexander will continue as Secretary. Members of the Executive Committee chosen for two years were E. W. Lyon, S. D. Conger, William Sage, Jr., G. E. Chapin, H. C. Bainbridge, George E. Gaddis and J. L. Medler. It was decided to postpone action on various matters which ordinarily would be acted upon at the annual meeting, to the first autumn monthly meeting, to be held in the Hotel Astor on the evening of October 24.

Lieutenant André Coutellier, whose photo is presented herewith, was wounded in action in France on June



ANDRÉ COUTELLIER

10. The young man had won promotion previous to the rank of First Lieutenant in the 162nd Infantry Regiment of the French Army. On the day he was wounded he received the Croix de Guerre for great bravery in battle. He is a son of Mr. George Coutellier, the "South American representative of the National Aniline & Chemical Co., Inc., 21 Burling Slip, New York. Mrs. Coutellier wrote a few days ago: Our dear André was wounded on June 10, at 10 P. M. The Colonel of his regiment has answered my pressing appeal and given me the distressing details. The regiment arrived at Montdidier on the Somme during a terrible attack. The Colonel said that André, with his machine gunners fought with admirable bravery on June 10. But at 10 P. M., surrounded by the enemy, they made a number of violent attacks. My dear son remained in the hands of the Germans, shot by an officer at close range. He fell, but whether he is dead I am unable to say. I have tried in vain to obtain information from Switzerland."

Another hero who was connected with this industry has fallen in the crusade against autocracy. He is Peter Serra, formerly foreman of the essential oil department of the National Aniline & Chemical Company's Brooklyn plant. He was in the fighting at Chateau Thierry and was so severely wounded that he died a few days ago.



The chairmanship of the Perfumery and Toilet Preparation Committee of the Pioneer Division of the National War Savings Committee of New York City has been accepted by James C. Crane, of the Elcaya Co. Chairman Crane, who has set out to work with vigor and determination to put his trade committee on the honor roll of the Pioneer Division. He has selected several prominent men to act as his associates in the W. S. S. work, and although he assumed the work rather late in the season he is confident of persuading his trade to oversubscribe its quota. Mr. Crane will make a special effort to have every firm in his division organize War Savings Societies among their employees, and is of the belief that this medium will be of considerable help to him in reaching his allotment.

Many of our readers will recognize the gentleman whose military photograph showing him in the uni-



CAPT. WM. A. BUSH

form of the Royal Engineers, is reproduced herewith. He is Capt. Wm. A. Bush, who enlisted in the Canadian Expeditionary Forces three years ago. At that time he was connected with Wm. J. Bush & Co., Inc., New York, and was at their National City, Cal., plant. When he entered the ranks he was soon promoted to Corporal, then Sergeant and soon after his arrival in France, received a commission as Second Lieutenant.

On account of his excellent training as a chemist he was transferred to a gas school and is now temporarily attached to the American Forces. He has seen service in the trenches also and was wounded twice during the first battle of the Somme.

In a recent letter he writes regarding the American army: "This army is wonderful. I see the end more clearly than ever. This year will show much."

We are sure that all of his friends will join us in wishing him a safe continuance of his excellent share in the glorious battle for international freedom.

Ensign John Jay Schieffelin, the second son of Dr. William Jay Schieffelin, president of Schieffelin & Co., New York, now serving in the United States Naval Aviation Service overseas, recently accounted for a German submarine. The ensign sighted the hostile craft while flying over the North Sea, dropped a bomb on the U-boat and disabled it so that a destroyer, quickly summoned, was able to ram and sink the submersible. Another son of Dr. Schieffelin is an officer in the American army.

Mr. L. A. Van Dyk, the manufacturing chemist of 110 West 40th street, New York, is back in town from a month's trip to the mid-west. While automobiling near Indianapolis one of the Hoosier constables invited him to visit the local judge, who assessed a fine of \$1 and \$12 costs for being a little too speedy.

Mr. S. S. West, of the Abner-Royce Co., Cleveland,

Ohio, passed through New York recently on his way home from the Supreme Council of the Scottish Rite, held recently in Boston. Mr. West is an honorary 33° Mason, and aside from his Masonic activities and honors, is in every degree a very lovable gentleman.

Mr. S. E. Umensetter, for 12 years with the Koken Barber Supply Co., St. Louis, Mo., now with L. A. Van Dyk, New York, maker of synthetic perfume compounds, as western representative, with headquarters in Chicago.

A soldierly gentleman went to meet his Maker on August 22. He was Sergeant Theodore Wallace Todd, of Company L, 107th Inf. Sergeant Todd, 29 years old, son of



THEODORE WALLACE TODD

Mr. Perry C. Todd, of New York, was married May 30, 1917, to Margaret Silver Burr, daughter of Edwin H. Burr, of New York, American representative for Roure-Bertrand Fils, Grasse, France.

Before the war he was sergeant of Company L, 7th Regiment, N. G. S. N. Y., and served with his regiment in Mexico. He went to Camp Wadsworth at Spartanburg in September, 1917, and sailed for France in May of this year.

His courage and devotion to duty, no less than his lovable personal qualities made him a favorite among his comrades in arms. No words can magnify the unspoken tribute that was paid to his character by one of his comrades who, when Sergeant Todd failed to return from a counter attack upon the enemy, requested permission of his captain to go out in broad daylight over "No Man's Land" to learn if possible whether his sergeant was lying out there wounded. He returned safely with the sad tidings that Sergeant Todd had fallen while facing the enemy. That night a party of his comrades went out and recovered his body which was buried near the place of his death.

In one of his letters dated August 9 he revealed the depth of his loyal patriotism in the following sentences: "What you say about the unity of nations is no more clearly shown than the spirit exhibited among the soldiers I have met from all parts of the world. It is gratifying to know that our people and nation in general are giving us their best support as we are the human breakwater which harbors the peace of our homes."

In a letter from Sergeant Edmund J. Breusch, of Company H, 107th Inf., this tribute is paid to Sergeant Todd:

"In our battalion we lost a few of our boys and I can tell you the people in the States have a right to feel proud of such men as these, for they certainly have made the 'supreme sacrifice.' They all fought for a just cause and I am sure our Lord will take care of them in the life hereafter. Mrs. Todd must feel proud of her courageous husband who did all he could for humanity."

We join with all the friends and relatives of Sergeant Todd in the loyal pride that they feel in the supreme sacrifice that their kinsman has made.

The Fourth National Exposition of the Chemical Industry opened at the Grand Central Palace, New York, September 23, to continue the entire week. This is the largest chemical exposition ever held and it is a real war-time necessity. The program consisted of a series of symposiums on the "Development of the Chemical Industry in the United States, notably since July, 1914." This embraces the period since the beginning of the war, because the removing of the source of supply of many of our domestic industries inspired our own rapid development.

The following extracts from the program are those of special interest to the manufacturers in the industries covered by this journal:

TUESDAY—SEPTEMBER 24.

8 P. M.—Motion picture, "The Story of a Cake of Soap."

WEDNESDAY—SEPTEMBER 25.

2:30 P. M.—Symposium on Potash: "Recovery of Potash from Kelp," by C. A. Higgins, of the Hercules Powder Company.

"Recovery of Potash from Iron Blast Furnaces and Cement Kilns by Electrical Precipitation," by Linn Bradley, Research Corporation.

"Potash from Desert Lakes and Alunite," by John W. Hornsey.

"Potash from Searles Lake," by Alfred de Ropp, Jr., American Trona Corporation.

8 P. M.—Motion picture, "Electrical Precipitation of Potash from Cement Dust," by Research Corporation. "The Story of Potash," illustrating the manufacture of potash from the brine of Searles Lake, Cal.

SATURDAY—SEPTEMBER 28.

2:30 P. M.—"Wood as a Source of Ethyl Alcohol," by George H. Tomlinson, of Kinzinger, Bruce & Co., Inc.

Among the 350 exhibitors, those of most interest to us were the following:

H. Reeve Angel & Co., Inc., New York, manufacturers and dealers in filter papers.

Florasynth Laboratories, Inc., New York, exhibit of synthetic perfume materials.

Innis, Speiden & Co., New York, display of chemicals and allied products, including caustic soda, bleaching powder, dyestuffs, etc.

National Aniline & Chemical Company, New York, display of aniline dyes, heavy chemicals, drugs, essential oils, etc.

Philadelphia Textile Machinery Company, Philadelphia, Pa., display of drying apparatus for soaps, textiles, etc.

F. J. Stokes Machinery Company, Philadelphia, Pa., display of rotary tablet machine in operation, water stills, vacuum stills, etc.

Van Dyk & Co., Inc., New York, exhibit of synthetic perfume materials.

Charles F. Garrigues Company, New York, exhibit of heavy and light chemicals, including caustic soda, stearic acid, etc.

Among the other exhibitors connected with this industry are:

Abbe Engineering Company; Boyer Oil Company; Chemical Company of America; J. H. Day Company; De Laval Separator Company; Marden, Orth & Hastings Company, Inc.; Niagara Alkali Company; Niagara Electro Chemical Company; Pfaunder Company; Seydel Manufacturing Company, etc.

In answer to a correspondent the New York *Wall Street Journal* recently printed the following about the soap industry: "Procter & Gamble have grown with exceptional rapidity, until the business is now one of the country's really big industries, in point of gross sales. In the year to June 30, 1917, sales were \$128,549,649, and, while this is the latest available figure, it is probable that for the year to June 30, 1918, gross was very much higher. Profits for the 1917 year were \$7,056,494, after all charges, equal, after preferred dividends, to \$49 a share on the \$14,037,384 common stock outstanding on June 30. For the year to June 30, 1918, net profits, like gross sales, were doubtless largely in excess of the previous year. Back in March the company stated that profits then were running at the rate of about \$1,200,000 per month, which is a \$14,000,000 rate for the year, or double the 1917 performance. The company's war tax will, of course, be substantial.

"The Procter & Gamble notes and stock represent a superior type of industrial investment. The common stock is paying \$20 cash and 4 per cent stock dividends annually. Soap companies, as a rule, are close corporations, so that detailed information regarding their financial position is not available. But information made public in connection with recent financing by two soap concerns, Peet Brothers and Lever Brothers, would indicate that the prominent soap concerns are in good financial health and prospering."

Mr. Geo. V. Gross, of the firm of Geo. V. Gross & Co., essential oils, New York, is now calling on the trade in Chicago and the middle west. He expects to return about October 15.

Mr. W. A. Sherry, of the firm, has just returned to his desk after a trip to Detroit and adjacent cities. Mr. S. Greiner is now calling on the trade in New York City and vicinity.

Mr. Chas. Semsey, the New York City representative, has been laid up seriously ill at his home in the Bronx for the last three weeks, but expects to get back in the harness soon again. Mr. J. Marshall Hubbard, the firm's eastern representative, has just returned to his Boston office after a very successful trip through his territory.

Mr. F. De La Clare, Philadelphia representative, is now looking for the trade in his city. Mr. F. H. Sawyer, the Chicago representative, has been calling on the trade in Chicago in company with Mr. Gross and also will be with him on the remainder of his western trip.

The plant of the Coconut Products Corporation is nearing completion at Canton, Md., and expected to be in operation soon. Its offices are in the American building, Baltimore. R. A. McCormick is president and B. Warner Rice general manager and vice-president. The building is of modern construction, five floors of reinforced concrete. It is equipped with modern machinery for coconut oil extraction, both crude and refined, and will have a crushing capacity of 40,000 tons of copra annually. The corporation is capitalized with \$2,000,000 common and \$1,000,000 preferred. The preferred is 7 per cent, par \$100. The company has 52,000 acres of land on the island of Mindanao, Philippine Islands, on which plantings of fifty trees to an acre on approximately 48,000 acres are to be made.

Eberhard Frederick Marsek is the name of the latest addition to the family of Dr. F. A. Marsek, a perfume chemist of Cleveland, Ohio.

## French Foreign Legion Heroes in New York to Boost the Fourth Liberty Loan



—Courtesy of the New York Evening Sun

The Fourth Liberty Loan campaign, which opens on September 28, will have no more ardent workers than the members of the French Foreign Legion who arrived at an Atlantic port on September 19. These intrepid soldiers, of every nationality other than French, have been fighting for the world's freedom from medieval domination. They have come here to do what they can to tell the story of the glorious fighting that is now taking place on French soil, and with the help of the American army will soon drive into the enemy's country. Every one of these men—officers and privates alike—has received one or more awards for conspicuous gallantry in action. We trust that those of our readers who are fortunate to meet them or hear them speak, will help to give them a rousing welcome.

The H. L. Hildreth Company, of Boston, makers of molasses candy, has been cited to defend a charge of forcing dealers to resell at prices dictated by it, and with refusing to sell the goods to dealers who desire to resell to the public at their own prices.

In a decision given August 22 at Newark, N. J., in the action of Robert H. Ingersoll & Bro., to restrain the Hahne & Co. department store from selling Ingersoll watches at less than the standard price without removing the manufacturer's guarantee, Vice-Chancellor Lane held that fixing a standard price for a trade-marked article is legal. He held, further, that no violation of the Sherman or Clayton acts has been committed by fixing a standard price. This decision, which is effective only in New Jersey, is in conflict with a decision of a Federal court.

*Burt's Box Bulletin* for September prints a gold star in the center of the forty-eight stars so far enshrined on the service flag of the F. N. Burt Co., Ltd., Buffalo, N. Y. Fred A. Heerwagen, for nearly eight years a faithful, loyal and much-liked employee of the box factory, answered the call to the colors early and did some good fighting for civilization before he made the supreme sacrifice. He was

killed in action early last month in France. The *Bulletin* prints deserved tributes to the young hero from the pens of Miss M. R. Cass, the general manager of the big establishment, and others who knew his good qualities aside from his patriotic devotion to his country.

Suggestions made by the War Service Committee of Drug Labels and Drug Box Manufacturers for curtailment in the quantity of paper and board used in their manufacture have been accepted by the pulp and paper section of the War Industries Board and were made effective September 16. Privilege was granted, however, to use until exhausted present stocks of any description which they may have on hand.

B. M. Baruch, chairman of the War Industries Board, announced that:

"Each board and paper mill will be put upon the War Industries Board's preference list conditioned upon its signing a pledge that it will furnish no board or paper to any customer who will not also sign a pledge in duplicate, that he will exercise the greatest possible economy in the use of board and paper, and will observe all rules and regulations of the conservation division and of the pulp and paper section of the War Industries Board."

Palmolive Co., of Milwaukee, is planning a big drive for its soap products in New England and has installed Mr. V. J. Wormser, formerly with its St. Louis and Atlanta branches, as sales manager. His office is at 44 Bromfield street, Boston, and he has begun his campaign with a force of eighteen salesmen.

Mr. Walter J. King, perfume chemist for the Meyer Bros. Drug Co., St. Louis, has received official notification that his son, Corp. George J. King, 28 years old, of Detroit, was killed in action, August 12. The young man was an automobile engineer and had been employed in Detroit for several years before he enlisted, in that city, in the regular army. He was in the headquarters company, 119th Field Artillery.

The United States again calls upon the men and women of this country to support a great Government Loan to aid in winning the war. The issue of bonds for the Fourth Liberty Loan will equal or exceed \$6,000,000,000. The campaign continues from September 28 to October 19. On Liberty Day, October 12, there will be a great patriotic demonstration. The citizens of the country everywhere are joining in making the great Loan a success. New York City is no exception, and in fact the Metropolis is expected to overshadow the rest of the nation in its generous response to the call to defend civilization from its now retreating foes and make the victory for democracy complete.

Chairman Smith, of the Toilet Goods Committee of the Fourth Liberty Loan, has organized his committee and plans are being made ready to outdo all previous efforts. The full committee is composed as follows:

Rowland H. Smith, chairman, Alfred H. Smith Co.; Louis Spencer Levy, vice-chairman, AMERICAN PERFUMER; S. W. Eckman, director Soap Division, B. T. Babbitt; A. R. Chisholm, director Brushes, Williams Brush Co.; P. B. Roura, secretary, Equitable Trust Co.; V. C. Daggett, Daggett & Ramsdell; H. Alexander, Universal Brush Co.; C. M. Baker, Pond's Extract Co.; J. L. Grotta, Stein Cosmetic Co.; F. T. Hopkins, Jr., F. T. Hopkins & Son; James Lockhead, Kolynos Co.; Thomas J. McHugh, George Borgfeldt & Co.; G. A. Pfeiffer, Richard Hudnut; Frank Prindle, Frank M. Prindle & Co.; William Scheele, California Perfume Co.; M. B. Spratt, Enoch Morgan's Sons Co.; V. Vivaudou, V. Vivaudou, Inc.; C. S. Welsh, Park & Tilford.

Mr. William G. Ungerer, president of Ungerer & Co., New York, is one of the most assiduous workers in the essential oil industry. It is seldom that he takes a formal vacation, and it may be a long time before he indulges himself again in this respect to any extent. This year, prevailed upon by his associates, he planned a three weeks' vacation at the Bish-Bash Inn, Copake Falls, New York, in the Berkshires. The first two weeks went along swimmingly and "Will" indulged himself to the full in trout fishing. One day in particular his luck was exceptionally good in that he "caught" a number of good-sized trout. But the man at the fish market unfortunately cleaned the fish, and "Will" had considerable difficulty in convincing his friends that he had taken them from the water, and not from the fish stand. He had a full fishing equipment of boots, cap, rods, reels, and so forth, but there was no evidence that they were ever moistened.

As we have said, the first two weeks went swimmingly, but the middle of the third week, while "Will" was indulging in his usual morning exercise, he smelt smoke. He gave the alarm of fire and immediately ran to his room and packed his belongings and joined the crowd on the lawn, who watched the destruction of the building. Unfortunately he overlooked the photo of the fish, and consequently we are not able to present to our readers the sole evidence of his piscatorial skill.

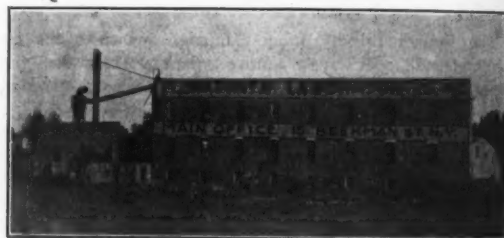
Mr. Graham Livingston, son of Mr. W. H. Livingston, secretary of Schieffelin & Co., has volunteered in the United States Marine Corps and is stationed at Paris Island, S. C. He is 20 years old and left Cornell University to fight for his country.

Mr. John D. Lawson, who recently entered the essential oil and synthetic business on his own account at 14 Cliff Street, New York City, has just returned from his initial business trip to the mid-west. Mr. Lawson, who previously had been with Rockhill & Vieter for two years, plans handling soapmakers' oils as well as those used in the perfumery trade. His initial advertisement appears on page 43 and the space is patriotically devoted to Liberty Loan advertising.

Mr. Stephen H. Barrett has been appointed to take charge of the metropolitan district of the Allen B. Wrisley Co., soap manufacturers of Chicago. His headquarters are at 174 West 69th street.

Mr. George F. Merrell, the managing executive of the Allen B. Wrisley Co., was also in New York last week.

The Florasynth Laboratories, Inc., whose new Brooklyn, N. Y., plant was destroyed by fire on May 24, are now establishing a commodious plant in Unionport, Bronx county, New York City. They were hardly established in their well-equipped plant in Brooklyn when the fire occurred, but they immediately set to work to find new quarters—a rather difficult matter in the metropolitan district.



NEW PLANT OF FLORASYNTH LABORATORIES, INC.

Several stills are already in operation and other apparatus is being installed as fast as received. Mr. Charles L. Senior, secretary and general manager, has labored indefatigably to restore the company's manufacturing facilities to normal condition, and in this work was ably seconded by Mr. Alexander Katz, the chemist and manufacturing superintendent.

Lester Barry, son of James G. Barry, the well-known Chicago barber supply dealer, is now in France serving with the colors.

"Yours for the Fourth Liberty Loan." Thomas A. Edison suggests that this be the subscription of every letter penned or typed during the next four weeks. It would be as serviceable as the formal "Truly," "Respectfully" and the rest of the category. Possibly it would not rank any higher in the average content of sincerity and personal significance, but it would be good advertising, nevertheless, would keep the Loan in mind, and by repetition might cause some people actually to feel the sentiment and be actuated by it.

The rights, title, etc., of the Hanson-Jenks Co., New York City, have been purchased by Mr. F. C. Reilly and Mr. F. N. Carpenter. They will continue to make and market the goods which have been put out under the Hanson-Jenks label. Mr. Frank C. Gallagher will retain an interest in the company, and will look after his friends in the trade as formerly.



A receivership suit against the Allan-Pfeiffer Chemical Company, 1700 Morgan street, St. Louis, Mo., its officers and directors, alleging mismanagement and diversion of funds and property, was filed in the Circuit Court, September 17, by Miss Blanch Rowland, of the Roselle Hotel, 4145 Lindell Boulevard, a minority stockholder and former employee of the company. Charles E. Lane, 4160 Lindell Boulevard, president of the company, denied the charges and expressed surprise at the filing of the suit.

Mr. Lane, until last January, was president of the Union Station Bank, which was closed by Bank Commissioner C. F. Enright, August 24, because of a large amount of loans to Mr. Lane, Mrs. Lane, and the Allan-Pfeiffer Chemical Company, which Enright thought insufficiently secured. Additional securities are said to have been furnished by Mr. Lane since then and the bank was reopened September 13 as the Union Station Trust Company, with the capital stock increased from \$100,000 to \$200,000 and with new officers and several new directors.

The petition recites that the Allan-Pfeiffer Chemical Company has an authorized capitalization of \$500,000 in 5,000 shares of \$100 each, of which \$125,000 is 7 per cent. preferred stock and the balance, \$375,000, common; and that \$60,000 of the preferred and \$280,000 of the common stock has been issued.

Miss Rowland says she owns six and a quarter shares of a face value of \$625. She says that prior to June 14, 1913, she had only five shares, but on that date that a 25 per cent. stock dividend was declared illegally. This, her petition sets up, was done by the directors, although the surplus and undivided profits, then not more than \$14,000, were not sufficient to warrant it. She alleges that for many years prior to 1910 dividends of from 6 to 12 per cent. were paid annually, but says that none, except the stock dividend and an unauthorized dividend of 6 per cent. paid in 1916 to some, but not all, shareholders, have been paid since.

Miss Rowland alleges that Mr. Lane, who owns a controlling interest in the company, has organized subsidiary corporations to sell the goods made by the company and has exchanged machinery, equipment, and goods of the company worth \$100,000 for stock of a subsidiary company, entailing, according to the petition, a loss to the shareholders of the Allan-Pfeiffer Chemical Company of \$100,000. She alleges that the formula of a product of the company which for several years netted the company \$3,000 a month was sold to Jacob M. Lynn under a contract which permits him to sell the product at a net profit of from \$17,000 to \$20,000.

The name of the George Strong Harral Co., Manhattan Borough, New York City, has been changed to the Harral Soap Co.

Thomas E. Wilson & Co., Maine, dealing in oils and products from fats, with \$100,000 capitalization, has appointed J. C. Good, 816 First avenue, as its New York representative.

Through Mr. Howard A. Treat, Secretary to the Commercial Attaché, Melbourne, Australia, an offer has been made by Laurie & Newby, 430 Little Collins Street, Melbourne, publishers of the Australian Importers' & Exporters' Directory, to list in their directory, without charge, the

names of American manufacturers, importers and exporters, merchants, etc., who wish Australian and New Zealand agents or representatives, or to sell their goods in Australia and New Zealand. Firms interested should send to Laurie & Newby information immediately regarding articles imported and exported, full business address, cable address, cable codes used, etc.

The new, modernly equipped research and control laboratories of Wm. R. Warner & Co., Inc., 113 W. 18th St., New York, were opened on Sept. 26. The friends of the firm were invited to inspect the laboratories between 3 and 5 p. m., and tea was served.

Mr. David A. Bennett, of Bennett & Davis, Inc., Chicago, dropped in at our sanctum during a recent visit to New York. He is always glad to get here in order to keep in touch with affairs in a large city.

The Marden, Orth & Hastings Corporation on August 28 elected Arthur G. Trask vice-president, with headquarters in Chicago. Walter O. Hastings was elected secretary. Mr. Trask has been with the concern seventeen years, while Mr. Hastings is one of the three members of the partnership which in 1906 took over the business founded by James A. Murdock in 1837. Mr. Trask has gone to take up his new duties at Chicago. Within the last few weeks the company has opened new branches at 1303 Shelby street, Louisville, Ky., and Union Trust Building, Cincinnati, O. Its advertising department has moved to the company's new building at 136 Liberty street.

Three of Ungerer & Co., New York, staff have joined the military forces. John Foss, of the New York office, has enlisted in the navy, and Raymond C. Franklin, of the Philadelphia office, and W. S. Kirksey, of the San Francisco office, are in the army.

Mr. Paul Watkins of the J. R. Watkins Medical Company, Winona, Minn., was in New York during most of the month of September with his family.

Mr. Edward V. Killeen, Jr., son of the genial secretary of George Lueders & Company, New York, has joined the United States Naval Reserve force and is in training at the Great Lakes Station near Chicago.

A movement to enlist 100 per cent. of all the employees of Hall & Ruckel, manufacturers of toilet articles and medicinal preparations, in the army of War Savers has just been launched, according to a statement by Mr. Edwin B. Bave, manager of the establishment. To stimulate interest in the sale of War Savings and Thrift Stamps to the greatest possible extent among its employees, the company has decided on giving away stamps as a bonus to the most efficient workers. This method already has had a great effect, and a good many employees who formerly failed to invest their savings in Thrift Stamps are now calling at the company's offices and buying them regularly from the cashier.

Mr. H. R. Alpaugh, formerly assistant to the advertising manager of the New York *World*, has been appointed advertising manager for Lehn & Fink, Inc., 120 William street, New York, in succession to W. T. B. Furneis, who resigned to engage in other work.

Commonwealth Products Corporation has just purchased a new factory at Elizabeth, N. J., and as soon as the alterations now under way are completed, it is their intention to do all the heavier manufacturing at the new location, so that their present laboratories located at 243-247 West 17th St., New York City, can be devoted almost exclusively to research work. This company has been severely handicapped for manufacturing space, since the Government found it necessary to take over the old location at Hoboken for war work. However, now with increased facilities, it is the intention to add a few new and interesting products to the present list.

Mr. John D. Fishbeck, a brother of Mr. Charles Fishbeck, of Ungerer & Co., New York, has been commissioned Second Lieutenant in the Ninth Field Artillery. He attended the Officers' Training School at Camp Zachary Taylor, Louisville, Ky. Lieut. Fishbeck enlisted in July, 1917, and was transferred to the training camp last May. Since his promotion he has gone to Fort Sill, Oklahoma, and it will not be long, perhaps, before he is on the fighting front in France doing his share to preserve civilization from its foes.

Alfred E. Bruns, president of the Metal Package Corporation, Brooklyn, is one of our volunteer contributors. He reads a broad range of papers and occasionally finds an item that he deems of special interest to his fellow readers. His latest gem is the following:

A New York lawyer tells of a conversation that occurred in his presence between a bank president and his son who was about to leave for the West, there to engage in business on his own account.

"Son," said the father, "on this, the threshold of your business life, I desire to impress one thought upon your mind: Honesty, ever and always, is the policy that is best."

"Yes, father," said the young man.

"And, by the way," added the graybeard, "I would advise you to read up a little on corporation law. It will amaze you to discover how many things you can do in a business way and still be honest."—*Harper's Magazine*.

Mr. C. L. Fox, who took charge of the Georgia field for Colgate & Co., New York, five years ago, reports an increase of 350 per cent in business in that time, despite war conditions. His headquarters are in Atlanta, and he now has ten travelers employed on the road.

"Prudence," demure and pretty, ornaments the September calendar issued by Pierre Lemoine Cie.

Conserve Food Products Co., St. Louis, will move into new quarters at 517 Franklin street on October 1. The company is capitalized at \$50,000, and manufactures gelatins, flavoring extracts, pie fillers, etc. Its president is Mr. F. R. Sanderson.

The United States Circuit Court of Appeals for the second circuit, sitting in New York city, has refused to interfere with the taking of testimony by the Federal Trade Commission against the Nulomoline Co., manufacturing and selling invert sugar syrup. Contention was made that the commission has no authority to pass upon the validity of

a patent, and that under the act the Circuit Court of Appeals may prevent the commission from taking testimony touching the validity of a patent. The court held, however, that the act gives it no power to prevent the commission from ordering that such testimony be taken, as it is not an order to cease and desist from unfair methods of competition, the authority to review which is given to the court by the act.

Takamine-Laboratory, Inc., New York City, has applied to the Federal Trade Commission for licenses to manufacture "Ichthylol" products under American patents issued to German firms. The concern would make "Medicated Soap," "Plasters and Medicinal Preparations" and "Medicinal Sulfonic Acids and their Salts" under the "Ichthylol" patents issued originally to Ichthylol Gesellschaft Cordese, Hermann & Co., Hamburg, Germany, and "Derivatives of Cinchona Alkaloids" under a patent issued to Vereinigte Chininfabriken Zimmer & Co., Ges Mit Beschränkter Haftung, of Frankfurt-on-the-Main, Germany, manufacturing under trade mark "Equinine."

The forty-fourth annual convention of the National Wholesale Druggists' Association will be held at the Hotel Astor in this city from October 7 to 11, inclusive. The annual banquet will be held on Thursday evening, October 10. Clarence G. Stone is chairman of the committee on arrangements and entertainment, and his associates are Burton T. Bush, F. E. Watermeyer, H. V. Brumley, William A. Hamann, F. E. Holliday, J. L. Hopkins, Charles L. Huisling, Saunders Norvell, W. E. Rowley, William Jay Schieffelin, D. H. Smith, Montaigu M. Sterling, C. H. Waterbury, Max Bakst, Franklin Black, Paul H. Brickelmaier, Henry P. Bristol, Charles Camp, August Eimer, W. R. Kirkland, Charles S. Littell, C. A. Loring, T. R. L. Loud, George Merck, Herman Metz, Joseph Plaut, Evans E. A. Stone, A. A. Wasserscheid, Jacob Weil, Romaine Pierson, Harry J. Schnell and H. B. Scott.

Among others these firms have been elected recently to membership in the New York Merchants' Association:

Andersen, A. O., Trading Co., Ltd., Mr. Carl Jacobsen, vice-president and general manager, 50 Broad street, importers and exporters.

Anderson, Mr. Robert T., agent, Erlanger & Galinger, 11 Broadway, export and import.

Btsh, M. & J., Mr. J. Btsh, 115 Worth street, exporters and commission merchants.

Carr, Mr. Herbert J., Carr Bros., 65 Broadway, exporters and importers, petroleum and its products.

East Asiatic Co., New York agency, Inc., Mr. Chr. Larsen, president, 60 Wall street, import and export.

Font, Juan J., Co., Inc., Mr. Juan J. Font, president, 21-23 Maiden lane, export, import, manufacturers' representatives.

Garrigues, Charles F., Co., Mr. William H. Campbell, president, 80 Maiden lane, chemicals.

Lascelles, A. S., & Company, Inc., Mr. M. de Mercado, president, 8-10 Bridge street, export and import commission.

Leaman, W. & A., Mr. Walter E. Leaman, 17 State street, importers and exporters and foreign commission merchants.

Xanthos, Mr. C. B., 154 Nassau street, exporter and importer.

## BOOKS, PUBLICATIONS, PRICE LISTS, ETC.

THE CHEMISTRY OF ESSENTIAL OILS AND ARTIFICIAL PERFUMES, by Ernest J. Parry, Third edition, revised and enlarged, Vol. I.: Monographs on essential oils, pp. XI, 521, with fifty-two illustrations. Scott, Greenwood & Son, London, 1918.

Science is said to be international, not national. A "sonorous phrase," if it be permitted to quote a French writer on chemical history. Scientists are decidedly national as we have been forced to admit again and again. Hence, so long as the scientist may be even strongly national, his literary product may reflect the same characteristic.

That Parry's treatise has met a distinct want there can be no doubt. The appearance of a third edition would seem to be abundant proof of such an assertion. Its enlargement to a two-volume work is indication that after two decades the author is not content with a mere bringing up to date of his earlier text, but manifests a keen desire to keep abreast with the enormous growth of this important chapter of photochemistry, though his point of view appears to be that of the analytical and perfume chemist rather than that of the biochemist. The inclusion of numerous illustrations also constitutes an improvement that will be greatly appreciated by many; though, no doubt, due to war conditions, not a few of the half tones might be better. Here the national characteristic reveals itself, and to a certain extent more than justifies itself. It is very desirable indeed that in this respect in particular the English treatise should supplement, rather than duplicate, the three volume work of Gildemeister.

As the title page points out, volume one is devoted to monographs of the essential oils. Even the specialist no longer pretends to keep abreast with all of the progress that is being made in this field that has revealed an unprecedented activity since Wallach prepared a way for the better understanding of the "terpenes and camphors." Again the national tendency manifests itself when the reviewer, quite naturally, looks to a few monographs of American oils to see how they have fared in the newly revised edition.

Next to turpentine oil, peppermint oil is possibly the most important commercial volatile oil. As the author puts it, thousands of acres in this country are devoted to the cultivation of the peppermint. It certainly pleased the reviewer to see so much space devoted to the work of Rabak, a former assistant of the writer, whose Washington researches in the Bureau of Plant Industry receive due attention. Why, however, Inouye's "most important modern contribution to the literature" of the Japanese oil should not be supplied with a reference to any one of its publications in English, German and French, rather puzzles the reviewer, more particularly since he receives full credit from the author for his share.

Under "Oils of Monarda" the situation is likewise perplexing. A government bulletin on *Monarda punctata* receives most of the space devoted to this species. Yet as an analytical chemist, one might have expected the author to have made more cautious use of the printed information which he repeats. The monograph of Nellie Wakemann, however, with all the source information it contains, is not even mentioned.

Turning to a third American oil, that of *Chenopodium ambrosioides*, var *anthelminticum*, our wormseed oil, the author states that "no portion of the oil distills below 170°

..." but does not caution the analyst against the explosive violence with which the distillation may proceed against his will after the oil has reached that temperature. Considerable space is devoted to Nelson's valuable contributions, but no mention is made of Wallach's correct interpretation of the ascaridol formula.

The fact is that the reader cannot feel certain that he has all, any more than the latest, information in these monographs. Possibly this is not to be expected in such condensed monographs. This much, however, the reader may have a right to expect, viz., that the author, no matter how much he condenses his accounts, supplies the reader with references to the literature on the subject.

As the well established treatise written by an Englishman, we welcome the third edition of Parry's book as a valuable supplement to our volatile oil literature. As such it will, no doubt, prove useful in the future as in the past.

EDWARD KREMERS.

University of Wisconsin, Madison, Wis., Sept. 18, 1918.

REMINGTON'S PRACTICE OF PHARMACY.—The sixth edition of this standard treatise on pharmacy appeared only a few months before the death of its famous author and it stands as one of the crowning achievements of that remarkable life. Urged several years ago to relinquish some of his many activities, he yet felt that duty required him to maintain a guiding hand until the new editions of the United States Pharmacopoeia, "Practice of Pharmacy," and the Dispensatory were completed—but then the strong will collapse and in a few months the pharmaceutical world mourned the death of this great leader. However, with Professor Remington's foresight and attention to details, he had anticipated the inevitable and long planned his succession in the work which was his chief delight, his text book on pharmacy. This was foreseen by many, since for years he had been training and coaching his assistants, and trying out their qualifications on successive editions, until, when sickness compelled him to drop many phases of the work, they were able to carry it to completion. It is therefore, no surprise to learn that the future of Remington's Practice of Pharmacy will be ably taken care of by E. Fullerton Cook, and Charles H. LaWall, both of whom are already well known in pharmacy and whose selection will insure the continuance of the same high standard and at the same time, the practical character of this famous pharmaceutical guide.

GEORGE LUEDERS & Co., Pearl street, New York, branch of Lautier Fils, Grasse, Paris and London. We have received the September price list of essential oils, olive and almond oils and fine drugs handled by this firm. The price list, as usual, is complete and comprehensive. Among the products quoted are the following: Fruit oils and essences, vanilla beans, pomades, concretes and semi-liquids, floral waters, filter paper, musk and colors for confectionery, soaps and perfumery. The quotations given are for the wholesale trade. The price list includes a timely market report.

O. A. BROWN COMPANY, INC., 101 Beekman street, New York, importers, exporters and manufacturers of essential oils, sent us their September price list, which is complete in its scope and neatly arranged. The firm has the ex-



clusive agency for the synthetic and aromatic chemicals manufactured by the Chemical Works Flora, Zurich, Switzerland and for Montaland, Seve, Lefevre & Co., manufacturers of natural flower products at Hyeres, France. The company also handles the terpeneless essential oils of the Hollands Distillery, Ltd., London, England.

GUY V. WILLIAMS COMPANY, INC., 116 Broad street, New York. We have received a four-page circular describing SUPER-FROST, a liquid compound to be used for giving a frosted finish to all kinds of glass products, including perfume bottles, etc. The company quotes from an article in the *Electrical Record* of May, 1918, regarding the use of this compound for frosting incandescent lamps. Particular mention is made of the simplicity of using the compound and to the soft and velvety effect produced. It is stated that the use of the compound is simple, and that a boy, with a few minutes' instruction, can easily frost several gross of bottles in an hour.

THE AMERICAN GROCER, on September 15, entered its fiftieth year. Started as a small semi-monthly forty-nine years ago, it has grown in size, usefulness and influence in the trade until it has become indispensable.

ARABOL MFG. CO., 100 William street, in its September announcement, emphasizes the value of Glyzzerol B as a substitute for C. P. Glycerine at half the price.

FUEL FACTS, dated August 1, is a pamphlet of 64 pages on the coal and other fuel conditions, giving high points in management of fires, domestic, factory and otherwise, besides much other valuable information. Copies may be obtained on application to the Educational Bureau, U. S. Fuel Administration, Washington, D. C.

"INFLUENCE ON LINSEED OIL OF THE GEOGRAPHICAL SOURCE AND VARIETY OF FLAX."—This is a bulletin of 16 pages by Frank Rabak, Chemical Biologist in the Bureau of Drug Plant and Poisonous Plant Investigation. It is hardly necessary to say that the subject is treated copiously and thoroughly. Copies may be obtained at 5 cents each from the Superintendent of Documents, Government Printing Office, Washington, D. C.

BUY LIBERTY BONDS

#### NEW INCORPORATIONS.

Persian Balm Toilet Co., New York City, capital \$50,000 has been incorporated by C. A. Vann, C. A. Adrian and E. Hurley, 411 West 145th street.

Florida Analytical Laboratories, Jacksonville, has been incorporated to operate laboratories and manufacture drugs, medicines, toilet articles and cosmetics. Capital stock, \$10,000. John Dickinson, president.

Georgia Potash and Chemical Corp., \$100,000, has been incorporated in Delaware by C. L. Rimlinger, M. M. Clancy, P. B. Drew of Wilmington, Del.

Eastern Potash Corporation; capital, \$7,500,000. Has been incorporated in Delaware by Harry McDaniel, Charles B. Alte of Dover.

Quinlan Chemical Co. to manufacture and deal in toilet preparations and compounds has been incorporated in Illinois with capital stock of \$25,000.

New York Toilet Paper Co., Inc., Manhattan; \$50,000 capital stock, has been incorporated by T. Ferguson and J. S. and C. T. Wemyesh, 476 Clinton avenue, Brooklyn.

United Prosthetic Dental Specialists, Inc., Manhattan, New York, \$15,000 capital stock, has been incorporated by D. F. Lewis, H. O. Lehman, J. Harris, 1547 Broadway.

BUY LIBERTY BONDS

#### Renews Subscription for Value Received

(Colonial Chemical Co., Toilet Preparations, Pittsburg.)

Kindly renew our subscription to your valuable magazine, for which we enclose our check.

#### IN MEMORIAM FOR DEPARTED FRIENDS.

CUMMINS, E. T., perfumer, Coalinga, Cal., September, 1912.

DAVIES, JOSEPH PIERCE, of the J. P. Davies Company, soaps, Dayton, Ohio, September, 1910.

EARLEY, THOMAS, soaps, September, 1908.

EASTMAN, ROBERT C., son of originator of Eastman's perfumes and perfumer for the Andrew Jergens Company, Cincinnati, September, 1908.

EAVENSON, WILLIAM J., of J. Eavenson & Sons, Philadelphia, soaps, September, 1908.

FAXON, FRANK A., of the Faxon & Gallagher Drug Company, Kansas City, Mo., September, 1912.

FEENEY, NICHOLAS, retired soap manufacturer, Brooklyn, N. Y., September, 1917.

HANSON, STANTON I., president of the Vanitabs Co., New York, formerly of Hanson-Jenks Co., September, 1916.

JAMES, JOSEPH C., of Dayton, O., long with Jones Bros., oil soaps manufacturers, September, 1916.

GOOD, JAMES, mechanical soaps, Philadelphia, September, 1910.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, Pa., September, 1913.

LEWKOWITSCH, DR. JULIUS, Ph.D., chemist, of London, England, September, 1913.

MEYER, JOHN FREDERICK WM., of Meyer Bros. Drug Company, St. Louis, Mo., September, 1910.

MOLLER, CHARLES A., manufacturer of flavoring extracts, Brooklyn, N. Y., September, 1915.

NEVINS, SAMUEL, talc, Philadelphia, Pa., September, 1910.

OLCOTT, GEORGE MANN, president of the Dodge & Olcott Co., New York, September, 1917.

PEET, WILLIAM J., of the Peet Soap Manufacturing Company, Kansas City, September, 1910.

PINNEY, HOWARD GILLETTE, New York, special representative for A. H. Wirz, and New England Collapsible-Tube Company, September, 1914.

RAYNOR, JAMES BOWEN, Chicago, one of the founders of the Buck & Raynor chain of pharmacies, September, 1916.

STECHER, FREDERICK W., Cleveland, O., proprietor of Pompeian massage cream, September, 1917.

STOTZ, JOHN T., oil distiller, Broadheadsville, Pa., September, 1915.

WAMPOLLE, HENRY, of H. K. Wampole & Co., September, 1906.

#### CLIFFORD MONROE DE MOTT.

Clifford Monroe De Mott, 61 years old, died suddenly at his home in New Rochelle, N. Y., on August 27, from acute indigestion. Mr. De Mott was born in the old Greenwich Village section of New York and was a descendant of one of the original Dutch families of Manhattan. He was the son of J. Garrison De Mott, and on his maternal side was the grandson of Lawrence Van Wart, who with John Paulding and David Williams captured Major Andre. Mr. De Mott was connected with the New York National Guard for many years, being at one time captain of G company, Twenty-second Regiment. He was a member of the Seniors Golf Club, the Wykagyl Golf Club, the Republican Club of New York, the Men's Club of New Rochelle and the New Rochelle History Club. He was connected with the Carlton Company, soaps and toilet



preparations, at 396 Broadway, Manhattan. He leaves his wife, who was Miss Mary Eugenia De Camp, of New York, and a son, Monroe Van Wart De Mott.

#### Lieut. Stilwell Killed in Action.

Lieutenant T. V. Stilwell, secretary of Arthur A. Stilwell & Co., essential oils and drugs, New York, was killed going "over the top" at Vierzy, France, on July 18, the first information of which reached here on August 27. He was 24 years old. Lieutenant Stilwell, who was the only living son of the late Arthur A. Stilwell, became associated with the corporation on his graduation from Yale University.



LIEUT. T. V. STILWELL

On the first call he applied for service at Plattsburg, receiving his commission as Second Lieutenant, sailing for "over there" early in September, 1917, since which time he was continuously active, taking instruction, later giving instruction, lastly in continuous action in the trenches for more than three months, until the drive, in which he met his death. He is survived by his mother and three sisters.

#### Mrs. Katherine M. Thomssen.

Mrs. Katherine M. Thomssen, mother of Dr. E. G. Thomssen who conducts our Soap Industry Section, died at Gordon Hospital, Rochester, New York, on September 14, at the age of 63 years, after a prolonged illness. Interment was made at Mt. Hope Cemetery, Rochester, N.Y. She is survived by her husband, Mr. George N. Thomssen, and by the following children: Dr. H. W. Thomssen, Dr. E. G. Thomssen, Norman F. Thomssen, and Mrs. Charles E. Morgan.

With her husband she spent 38 years in India in Baptist missionary work in the criminal settlements. In 1911, the Kaiser-I-Hind Medal, established by Queen Victoria, was awarded to Mr. Thomssen by King George V of England, in recognition of the self-sacrificing and effective work done by Mr. and Mrs. Thomssen during their many years in India. This is the only award ever made to any Baptist missionary for Indian service.

#### Obituary Notes.

Frederick S. Goshorn, Cincinnati, O., formerly president of the Eureka Soap Company, operating factories in Cincinnati and Chicago, and for many years engaged in the soap manufacturing business, died August 21, at the age of 66 years. He retired from active business several years ago. His widow, two sons and three brothers survive.

We regret to report the death of the wife of Dr. Clemens O. Kleber, the well-known essential oil chemist and manufacturer of Passaic, N. J. She was ill only a short time and died on September 2.

#### BUY LIBERTY BONDS

#### Gets More Than "Dollar's Worth."

(George F. Schroeder, Manufacturing Chemist, Chicago.)

It is indeed a pleasure to enclose herewith my check for \$1 for renewal to THE AMERICAN PERFUMER. One gets more than his dollar's worth.

#### TRADE MARK REGISTRATIONS APPLIED FOR.

(Continued from page 239.)

- 111,778.—Florence N. Lewis, New York, N. Y. (Filed June 24, 1918. Used since 1910.)—Toilet Cream.
- 111,781.—Florence N. Lewis, New York, N. Y. (Filed June 24, 1918. Used since 1910.)—Depilatory.
- 111,813.—James S. Kirk & Co., Chicago, Ill. (Filed June 26, 1918. Used since Mar. 15, 1884.)—Toilet Soap.
- 111,814.—James S. Kirk & Co., Chicago, Ill. (Filed June 26, 1918. Used since Nov. 15, 1888.)—Toilet Soap.
- 111,837.—Rosa Woods, Chicago, Ill. (Filed June 26, 1918. Used since Feb. 20, 1918.)—A Hair Preparation and Dandruff-Remover.
- 111,884.—Oneida Corporation, Chicago, Ill. (Filed June 29, 1918. Used since May 1, 1918.)—Deodorants and Preparations to Allay Perspiration.
- 112,036.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since July 31, 1917.)—Perfumes.
- 112,037.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since Jan. 27, 1913.)—Perfumes.
- 112,038.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since October 28, 1910.)—Perfumes.
- 112,040.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since Mar. 29, 1912.)—Perfumes.
- 112,043.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since Jan. 29, 1914.)—Perfumes.
- 112,044.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since Sept. 9, 1913.)—Perfumes.
- 112,045.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since July 31, 1917.)—Perfumes.
- 112,046.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since October 28, 1910.)—Perfumes.
- 112,048.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since December, 1910.)—Perfumes.
- 112,049.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since July 31, 1917.)—Perfumes.
- 112,051.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since Aug. 3, 1912.)—Perfumes.
- 112,052.—Yardley & Co., Limited, London, England. (Filed July 10, 1918. Used since June 31, 1917.)—Perfumes.
- 112,107.—R. U. Delapenha & Co., Inc., New York, N. Y. (Filed July 13, 1918. Used since May 1, 1918.)—Peanut-Oil.
- 112,238.—Perfex Corporation, Inc., New York, N. Y. (Filed July 20, 1918. Used since May 1, 1918.)—Collapsible Tubes adapted to contain Liquid or Fluid substances.

#### BUY LIBERTY BONDS

#### SOAPSTONE OR TALC IN CALIFORNIA

Soapstone—also called talc or steatite—occurs widely distributed throughout California, says the last report of the California State Mining Bureau. It is found as a hydration product in the alteration of magnesium silicates, and is often associated with serpentine and actinolite. But few deposits have been proven of especial value to date, although there is an undoubted future for this branch of the mineral industry in the state. Deposits of high-grade white talc, the equal of the imported Italian article, are now being developed in Inyo and San Bernardino counties. It is used in making paper, toilet articles, soap, lubricants, tiling, etc., and for such is ordinarily ground to about 200 mesh before marketing. In this condition it brings \$15 per ton and upwards, depending on quality. Commercially, the higher grades are called talc, and the lower, soapstone. Soapstone blocks are used in fireless cookers, and the crushed material is used in roofing papers. There was a total output in 1916 of 1,703 tons, valued at \$9,831, from two producers each in Amador and Inyo counties and one each in El Dorado and San Bernardino counties.

#### BUY LIBERTY BONDS

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

## PATENTS AND TRADE MARKS.

						
91100	101961			106669	107656	
	FLORA	104467	105569			109255
103579	103567		SICOLA	108361	107812	
	S.O.S.		110151	PERSIAN Balm		
109556	109760	109696	LUX-L	111069		111565
	VETORA			RUMOR		GAGE D'AMOUR
	109907	110720	110561	111241	111438	112036
		U-EL-O	OMNIBUS			ADONA
111611	111614	111660	111813			111778
TALOL	FRAGRANCE	SUNNY-MAID	SAPO CUTI			CARICIA
111676	111705	111763	111814	111837	111854	112037
SANS SOUCI	ENCHANTRESS	LE BEAU MONDE	LE SECRET DES DIEUX	LADY GAY	SOURCE D'OR	ES-WHITE
112035	112040	112043	112044	112045	112046	104052
NELL GWYNNE	LOVE'S SECRET	GARDEN WHISPERS	CHARME DE CUPIDON			
112048	112049	112051	112052	112107	112238	98049

## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,  
Perfumer Pub. Co. 80 Maiden Lane, New York.



## PATENTS GRANTED.

1,275,289. METHOD OF REFINING FATS AND OILS. Severin Morgenstern, Leipzig, Germany. Filed July 3, 1914. Serial No. 848,924. (Cl. 87—12.)

The herein described method of refining fats and oils, and particularly waste fats such as specified, which comprises mixing the material to be treated with a base, the proportion of the base being in excess of that required for saponification of the fat, heating the mixture, to effect saponification, and thereafter continuing the heating in a closed vessel at a temperature of over 150° C. while excluding air from the vessel and without permitting the gases or vapors generated to escape.

1,275,405. HYDROGEN OF FATS AND OILS. James Dewar, London, and Adolf Liebmann, Weybridge, England, assignors to The Procter and Gamble Company, Cincinnati, Ohio, a Corporation of Ohio. Filed June 2, 1914. Serial No. 842,538. (Cl. 87—12.)

For use in the hydrogenation of fats and oils, a mixture of compounds of different catalytic metals, one at least of which is a heavy metal catalyst, said mixture reducible by hydrogen in the hydrogenation process.

1,275,779. DENTRIFICE AND METHOD OF MAKING THE SAME. William F. Spies, New York, and Herbert D. Pease, Richmond Hill, N. Y., assignors to Leland V. Slaight, New York, N. Y. Filed Dec. 20, 1917. Serial No. 208,068. (Cl. 167—9.)

1. A frictional cleaning medium comprising finely comminuted non-structural cellulose hydrate.

4. A dentrifice comprising non-structural cellulose in the form of small, non-abrasive, water absorbent, oil absorbent particles impregnated with xyleneol.

10. A chemically neutral and stable non-structural cellulose hydrate precipitated from viscose solution by action of an acid salt including sodium bisulfite, thoroughly washed while in gelatin-like condition, then further dried and powdered substantially as described.

16. The method of making a dentrifice powder comprising translucent horn-like particles of substantially non-structural cellulose hydrate, which method consists in changing viscose to a gelatin-like mass, expelling water from the gelatin-like material and breaking up the mass to form a finely sub-divided precipitate, washing the precipitate to purify the material and render it approximately neutral or slightly alkaline, drying the particles until no longer definitely wet to the touch, and impregnating the material with the desired antiseptic or medicinal.

1,276,507. HYDROGENATED-OIL COMPOSITION. Carleton Ellis, Montclair, N. J. Filed Jan. 6, 1913. Serial No. 740,416. Renewed Aug. 1, 1916. Serial No. 112,614. (Cl. 106-1.5.)

A composition of matter adapted for use as a sound record consisting, at least in part, of a moldable composition of matter comprising a hydrogenated oil having a titre of not materially less than 59 and having an iodine number not exceeding 25, together with carnauba wax, said composition being solid at ordinary temperature.

1,276,508. HYDROGENATED-OIL COMPOSITION. Carleton Ellis, Montclair, N. J. Continuation of application Serial No. 740,416, filed Jan. 6, 1913. This application filed Apr. 21, 1917. Serial No. 163,738. (Cl. 106-1.5.)

A composition of matter comprising hydrogenated fatty oil which is solid at normal temperature, in intimate admixture with an inert, non-gritty, non-fatty, non-catalytic solid material, insoluble in said oil.

1,276,509. PRODUCT CONTAINING HYDROGENATED OIL. Carleton Ellis, Montclair, N. J. Filed Apr. 10, 1918. Serial No. 227,770. (Cl. 106-23.)

A composition of matter comprising hydrogenated fatty material intimately mixed with powdered abrasive material.

#### BUY LIBERTY BONDS

#### TRADEMARK REGISTRATIONS GRANTED.

- 122,384.—Hair-Pomade.—Mary L. Lewis, Americus, Ga. Filed May 19, 1917. Serial No. 103,959. Published May 7, 1918.
- 122,385.—Toilet Preparations and Cosmetics—viz., Complexion-Powder and Rouges.—James McDonald, New York, N. Y. Filed January 19, 1918. Serial No. 108,543. Published May 7, 1918.
- 122,386.—Mouth-Wash and Tooth-Paste.—Mentho-Listine Chemical Co., Houston, Tex. Filed June 7, 1915. Serial No. 87,171. Published May 7, 1918.
- 122,399.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—Helen J. Titus, New York, N. Y. May 7, 1918.
- 122,407.—Certain Named Pharmaceutical Preparations for Toilet Purposes.—Ella R. Berry, St. Louis, Mo. Filed April 23, 1917. Serial No. 103,201. Published May 7, 1918.
- 122,422.—Lotion for Removing Skin Blemishes.—Bessie L. Barber, Los Angeles, Cal. Filed March 23, 1918. Serial No. 109,737. Published May 14, 1918.
- 122,449.—Powder for the Relief of Excessive Perspiration.—Helmer E. Erickson, Chicago, Ill. Filed March 25, 1918. Serial No. 109,763. Published May 14, 1918.
- 122,456.—Certain Named Foods.—Fort Dodge Grocery Co., Fort Dodge, Iowa. Filed June 2, 1916. Serial No. 95,591. Published April 3, 1917.
- 122,485.—Toilet Soaps.—International Drug Company, Wilmington, Del. Filed March 24, 1917. Serial No. 102,415. Published May 7, 1918.
- 122,504.—Washing-Powder and Cleanser. John D. La Croix, Vincennes, Ind. Filed July 16, 1917. Serial No. 105,062. Published May 14, 1918.
- 122,508.—Perfumery in Liquid Form.—Lundborg Company, New York, N. Y. Filed April 3, 1918. Serial No. 109,945. Published May 14, 1918.
- 122,509.—Perfumery in Liquid Form and in Powder Form.—Lundborg Company, New York, N. Y. Filed April 3, 1918. Serial No. 109,947. Published May 14, 1918.
- 122,510.—Perfumery in Liquid Form.—Lundborg Company, New York, N. Y. Filed April 3, 1918. Serial No. 109,948. Published May 14, 1918.

#### BUY LIBERTY BONDS

#### TRADEMARK REGISTRATIONS APPLIED FOR.

- 91,100.—Grocery Stores Company, Seattle, Wash. (Filed Dec. 2, 1915. Used since Nov. 6, 1915.)—Extracts and Olive Oil.
- 98,049.—Anna Klein, Iowa City, Iowa. (Filed Sept. 18, 1916. Used since June 1, 1916.)—Hair Dressing.
- 101,961.—Lautz Bros. & Co., Buffalo, N. Y. (Filed Mar. 7, 1917. Used since 1884.)—Soap.
- 103,584.—The Arista Corporation, New York, N. Y. (Filed May 7, 1917. Used since April 19, 1917.)—Tooth Paste or Dental Cream.

103,657.—Adolph C. Wolmark, New York, N. Y. (Filed May 8, 1917. Used since May, 1898.)—Toilet Waters, Brilliantine, Smelling-Salts, Sachet-Powders, Perfumes, Hair-Tonics, Shampoos, Liquid and Solid Rouge, Face-Powder, and Liquid Face-Powder, Tooth-Powders, and Face creams.

104,467.—The Marwin Food Company, Marion, Ohio. (Filed June 16, 1917. Used since about May 1, 1917.)—Olive Oil and Flavoring Extracts.

104,952.—The S. S. White Dental Mfg. Co., Philadelphia, Pa. (Filed July 9, 1917. Used since or prior to the year 1869.)—Tooth-Powder, Tooth-Paste, Precipitated Chalk, Prepared Chalk, Tooth-Soap, Mouth-Wash, Cold-Cream, Almond-Cream, Talcum Powder, Bay-Rum, Cologne-Water, Violet Water, Violet Ammonia.

105,569.—The Berdan Co., Toledo, Ohio. (Filed Aug. 4, 1917. Used since 1902.)—Flavoring Extracts for food.

106,669.—Henry D. Miles, Butte, Mont. (Filed Oct. 8, 1917. Used since June 15, 1917.)—A Foot-Lotion for Sore, Tired, or Aching Feet.

107,656.—Schnull & Company, Indianapolis, Ind. (Filed Nov. 28, 1917. Used since July, 1895.)—Flavoring Extracts.

107,812.—Gerhard Mennen Chemical Co., Newark, N. J. (Filed Dec. 7, 1917. Used since 1893 on soap and May, 1912, on shaving cream.)—Soaps and Shaving Cream.

108,361.—The National Products Co., Mansfield, Ohio. (Filed Jan. 8, 1918. Used since Jan. 16, 1917.)—Soap.

109,255.—Harry H. Wise & Co., Chicago, Ill. (Filed Feb. 27, 1918. Used since Feb. 15, 1918.)—Salad Oil.

109,556.—Emma Deutsch, New York, N. Y. (Filed Mar. 14, 1918. Used since December, 1917.)—Hair Tonic.

109,696.—Jug Oil Soap Co., Erie, Pa. (Filed Mar. 21, 1918. Used since Jan. 1, 1911.)—Soap.

109,760.—Chattanooga Drug & Chemical Co., Chattanooga, Tenn. (Filed Mar. 25, 1918. Used since Feb. 12, 1918.)—Cold-Cream, Antiseptic Tooth-Powder, Talcum Powder, Antiseptic Bath-Ammonia, Antiseptic Wash, Antiseptic Tooth Liquid, Antiseptic Tooth-Paste, Antiseptic Massage-Cream, Antiseptic Foot-Powder, Antiseptic Freckle-Lotion, Cologne, Lilac Perfume.

109,907.—Frank Aranow, New York, N. Y. (Filed Apr. 2, 1918. Used since Mar. 1, 1918.)—Face Creams and Lotions.

110,151.—Sea Island Cotton Oil Co., Charleston, S. C. (Filed April 12, 1918. Used since Feb. 25, 1918.)—Peanut-Oil.

110,561.—Carter's Laboratory Co., Washington, D. C. (Filed Apr. 30, 1918. Used since February, 1918.)—Hair-Tonic.

110,720.—The Thoro Corp., Chicago, Ill. (Filed May 6, 1918. Used since Apr. 25, 1917.)—Powdered Skin Cleanser Adapted to be Used as a Soap Substitute.

111,069.—Persian Balm Toilet Co., Inc., New York, N. Y. (Filed May 20, 1918. Used since Oct. 1, 1880.)—A Healing Lotion or Balm for the Skin.

111,241½.—John Fernsler, Philadelphia, Pa. (Filed May 28, 1918. Used since January, 1918.)—Hair-Tonics.

111,438.—Marguerite Hilgers, Binghamton, N. Y. (Filed June 8, 1918. Used since April 1, 1916.)—A Depilatory Powder.

111,565.—Giovanni Cannaliato, Baltimore, Md. (Filed June 14, 1918. Used since May 31, 1913.)—Hair-Tonic.

111,611.—Gingo Soap Company, Greenville, S. C. (Filed June 17, 1918. Used since Dec. 1, 1917.)—Soap.

111,614.—Howard Bros. Chemical Co., Buffalo, N. Y. (Filed June 17, 1918. Used since May 18, 1915.)—Toilet Cream.

111,660.—Geo. H. Schaefer & Co., Fort Madison, Iowa. (Filed June 18, 1918. Used since May 20, 1918.)—A Cream for Shaving and Massaging.

111,676.—Processed Oils Corp., Conshohocken and Philadelphia, Pa. (Filed June 19, 1918. Used since Jan. 19, 1918.)—Treated Oil for Soap-Making.

111,705.—McCormick & Co., Baltimore, Md. (Filed June 20, 1918. Used since June 1, 1918.)—Food-Flavoring Extracts.

111,763.—California Soap Co., Inc., Los Angeles, Cal. (Filed June 24, 1918. Used since Aug. 1, 1916.)—Soaps and Washing Powders.

(Continued on page 237.)



## FOREIGN CORRESPONDENCE AND MARKET REPORT

### AUSTRALIA.

**DEFINITION OF "PERFUMERY."**—Notice has been given by the Department of Trade and Customs, Melbourne, that the term "perfumery" in the Proclamation, some time ago, prohibiting the importation of various articles, applies to "articles essentially perfumes—e. g., sachets and non-spirituous scents (perfumed spirits are prohibited under a different heading of the Proclamation). Preparations such as face powders and creams, pomades, hair-lotions, dentifrices, and smelling-salts are not affected by the prohibition."

### CHINA.

**PERFUMERY TOILET ARTICLES AND SOAP.**—Statistics forwarded by Consul General Thomas Sammons at Shanghai show the net value of the following total imports into China for 1917: Perfumery and cosmetics, \$1,024,551, an increase about \$300,000 over the previous year; toilet requisites, \$747,429, an increase of \$145,000; soap and soap materials, \$3,755,566, an increase of \$2,300,000 over the previous year of 1916. In the total exports this item appears: Essential oils, 1917, 1,334,533 pounds, \$863,981, as against 727,943 pounds valued at \$1,257,467 in the previous year.

### DOMINICAN REPUBLIC.

**PERFUMERY AND SOAP.**—C. H. Baxter, General Receiver of Dominican Customs, reports that in 1917 the imports of perfumery amounted to \$77,350, of which the United States furnished \$31,273. The United States supplied all except \$8,000 of the \$248,902 of soap imported.

### ENGLAND.

**PERSONAL NOTE.**—Ronald Lambert Parry, elder son of Ernest J. Parry, the essential oil expert, has just obtained a second scholarship, tenable at Cambridge. This is the Phillips Memorial Scholarship, awarded by Rossall School, where he was senior mathematical scholar, and is of the value of \$200. Last December he won an open exhibition at Corpus Christi College, Cambridge, of \$200 per annum. He is just completing his training in an Officers' Cadet Battalion, and has been recommended for a commission in the Royal Air Force.

**PERFUMERY CONSOLIDATION.**—Registry has been given to Morny Freres, Limited, £51,000 capitalization, to take over the business of chemists, druggists, and perfumers, recently carried on by Morny Frères, Limited, at 201 Regent street, London, W., and elsewhere. First directors are: W. C. Johnson, F. N. Layman, J. Poole and W. M. Hales, 201 Regent Street, London, W.

### FRENCH WEST INDIES.

**TRADE.**—Consul Henry T. Wilcox reports that 1917 was the most prosperous year in the history of Guadeloupe. Perfumery imports amounted to \$12,190, of which only \$386 was from the United States. This was three times the value imported in 1916. Soap valued at \$113,638 was imported from the United States in 1917, slightly less than in 1916, but being within \$16,000 of the total.

(Continued on page 242.)

### THE MARKET.

#### Essential Oils, Aromatic Chemicals, Etc.

Brisk trading has characterized the essential oil markets throughout and many of the important domestic, as well as foreign essences, have hit new high price levels. In the fall revision of prices as announced by many of the leading houses in the essential oil trade, there are to be noted many features of far-reaching importance. These are in many instances influenced by additional import duties or consumption taxes on crude materials, as well as by conditions at the source of supply. The unprecedented rise in peppermint and spearmint oils has not been checked and prices are today on the level of \$5.25 to \$5.40 a pound for bulk peppermint, an advance of 75 cents during the past month. Spearmint has gone hand in hand with peppermint and is now on a basis of \$5.00 to \$5.15 a pound, an advance of 75 cents during the month. Primary market prices seem to justify these prices, for as high as \$5.50 to \$5.75 a pound has been paid the farmer and the trade are now inclined to believe reports that the crop will not be more than 66⅔ per cent of normal.

**AMBER.**—A further diminution in the spot supply lead to an advance in crude to \$2.50 a pound, while the rectified quality was advanced to \$3.25.

**BERGAMOT.**—The price of bergamot oil has been generally at \$7.50 to \$7.75 a pound by leading essential oil houses, although occasionally offers come out at \$6.90 in a large way from importers. Higher cost of import is responsible for the rise.

**CASSIA.**—A vigorous demand has generally been noted and leading distillers have again advanced prices with technical goods commanding \$2.40 to \$2.45 a pound; lead free \$2.45 to \$3.00, as to seller and redistilled \$2.90 to \$3.30 a pound. The spice has been in good demand and Batavia, China and Ceylon grades have all maintained previous advances.

**ERIGERON.**—The price has jumped 75 cents a pound and until new distillation comes to the relief of the scarcity the price is likely to remain in the vicinity of \$3.00 a pound.

**LEMON-ORANGE.**—These Sicilian oils have hit new high record levels as the result of an improvement amounting to 40 per cent in exchange rates on Italy. The Italian Government, it is learned, has bought up the bulk of the old crop of lemon oil, to be used as a turpentine substitute.

**NEROLI.**—Owing to a decided reduction in the available supplies of Bigarade Petala the price for this variety has been advanced to \$84 to \$110 a pound as to quality and seller. The Bigarade variety is also higher with the trade quoting on the basis of \$70 to \$75 a pound.

**PEPPERMINT-SPEARMINT.**—Control of the spot situation in these oils has been generally lodged with the growers in Michigan, who have been selling as high as \$5.25 to \$5.75 a pound. Manipulation has also entered into the rapid rise in values, but the strength of the market seems to be based generally on the decrease of 33 1/3 per cent. in production.

#### Aromatic Chemicals.

The practical doubling of the tax on beverage alcohol has been the principal feature making for strength in these

(Continued on page 242.)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS.

Almond, Bitter....per lb.	\$13.00-13.25
" F. P. A.....	13.50-13.75
" Artificial.....	5.50-6.00
" Sweet True.....	2.25-2.75
" Peach-Kernel.....	42-47
Amber, Crude.....	2.50
" Rectified.....	3.25-3.75
Anise.....	1.10-1.15
" Lead free.....	1.20-1.25
Aspic (spike).....	1.20-1.30
Bay, Porto Rico.....	3.00
Bergamot, 35-36%.....	7.25-7.50
Birch (Sweet).....	3.00-3.50
Birchtar, Crude.....	2.50-2.75
" Rectified.....	2.25-2.50
Bois de Rose, Femelle.....	5.00
Cade.....	1.00-1.10
Cajeput.....	75-85
Calamus.....	4.25-4.50
Camphor, Jap., "white".....	.25
Cananga, Java.....	5.85-6.25
" Rectified.....	6.50-6.75
Caraway Seed.....	7.75-7.90
Cardamom.....	27.50
Carvol.....	15.00
Cassia, 75-80% Technical..	2.40-2.60
" Lead Free.....	2.45-3.00
" Redistilled.....	2.90-3.30
Cedar Leaf.....	1.10-1.25
" Wood.....	21-22
Celery.....	20.00-22.00
Cinnamon, Ceylon.....	20.00-22.00
Citronella, Ceylon.....	50-52
" Java.....	75-85
Cloves, Zanzibar.....	3.25-3.35
" Bourbon.....	4.00-4.10
Copabia.....	95-105
Coriander.....	28.00
Croton.....	1.35
Cubeb.....	8.00-8.50
Cumin.....	10.00
Erigeron.....	3.00
Eucalyptus, Australian, 70%.....	6.00-7.00
Fennel, Sweet.....	3.75-4.00
Geranium, African.....	10.50-11.00
" Bourbon.....	9.00-10.00
" Turkish (palma rosa).....	4.75-5.00
Ginger.....	8.00-8.25
Gingergrass.....	3.25
Guaiaac (Wood).....	6.00-6.25
Hemlock.....	1.20-1.35
Juniper Berries, Rectified..	12.00-12.25
Lavender, English.....	24.00
" Fleurs.....	5.25-5.50
" Spanish.....	1.25
Lemon.....	1.35-1.50
Lemongrass.....	1.40-1.50
Limes, distilled.....	2.00-2.10
" expressed.....	5.25-5.50
Linaloe.....	3.25
Mace, distilled.....	2.30-2.50
Mustard, genuine.....	32.00-34.00
" artificial.....	20.00-21.00
Neroli, petale "Bigarade".....	84.00-110.00
" Bigarade.....	70.00-75.00
" artificial.....	19.00-20.00
Nutmeg.....	2.30-2.50
Opoponax.....	nominal
Orange bitter.....	2.25-2.50
" sweet, Italian.....	3.00-3.25
" sweet, West Ind..	1.80-2.00

Origanum.....	.21-.25
Orris Root, concrete, foreign.....(oz.)	5.15-5.25
Orris Root, concrete, domestic.....(oz.)	5.00
Orris Root, absolute (oz.)..	40.00-45.00
Parsley.....	8.00
Patchouly.....	28.00-30.00
Pennyroyal, American.....	1.65-1.80
" French.....	1.25-1.40
Peppermint Oil.....	5.25-5.50
" redistilled.....	5.75-6.00
" twice rectified.....	5.75-5.90
Petit Grain, So. American.	3.75-4.00
" French.....	6.50-8.00
Pimento.....	2.95-3.10
Pine Needles, from Pinus	
Sylvestris.....	2.25
Rose, Bulgarian.....(oz.)	25.00-28.00
" French.....	25.00-28.00
Rosemary, French.....	1.25-1.40
" Spanish.....	1.25
Rue.....	4.00-4.50
Sage.....	4.25
Safron.....	44-45
Sandalwood, East India..	13.50-13.75
" West India.....	nominal
Sassafras, artificial.....	42-45
" natural.....	2.50
Savin, French.....	6.00-6.50
Snake Root.....	20.00-22.00
Spearmint.....	5.00-5.25
Spruce.....	1.20-1.25
Tansy.....	4.00-4.25
Thyme, French, red.....	2.00-2.15
" white.....	2.00-2.25
" Spanish, red.....	1.80-1.90
Vetivert Bourbon.....	16.00-18.00
Wintergreen (genuine gaultheria).....	5.00-5.50
Wormseed.....	12.00
Wormwood.....	5.00-5.50
Ylang-Ylang, Bourbon.....	12.00-15.00
" Manila.....	26.00-28.00

## AROMATIC CHEMICALS.

Acetophenone.....	nominal
Amyl Salicylate, dom.....	2.75-3.50
" for.....	7.00-8.00
Anethol.....	2.50-2.75
Anisic Aldehyde.....	7.25-7.40
Benzaldehyde, domestic....	4.75-5.00
" F. F. C., domestic.....	5.50-6.00
Benzyl Acetate, domestic..	5.25-5.50
" foreign.....	nominal
" Alcohol.....	5.75
" Benzoate.....	10.00-11.00
Borneol.....	4.00
Bornylacetate.....	5.50
Bromostyrol.....	nominal
Cinnamic Acid.....	nominal
" Alcohol.....	45.00
" Aldehyde.....	3.75-4.00
Citral.....	3.50-3.75
" C. P.....	3.75
Citronellol, domestic.....	nom.-24.00
" foreign.....	30.00
Cumarin, natural.....	nominal
" artificial, dom.....	30.00-32.00
" artificial, for.....	—

Diphenylmethane.....	nominal
Diphenyloxide.....	5.00
Ethyl Cinnamate.....	nominal
Eucalyptol.....	1.40-1.50
Heliotropin, domestic.....	5.75-6.00
Eugenol.....	5.25-5.40
Geraniol, domestic.....	5.00-5.25
" foreign.....	—
" from palma rose.....	—
Geranyl Acetate.....	7.75-8.00
" foreign.....	nominal
Indol, C. P.....(oz.)	nominal
Iso-Butyl Salicylate.....	nominal
Iso-Eugenol.....	8.50
Linalol, from bois de rose..	6.00-6.50
Linalyl Acetate.....	—
" Benzoate.....	nominal
Methyl Anthranilate.....	nom.-64.00
" Cinnamate.....	7.25
" Septenone.....	10.00-12.00
" Heptene Carbon.....	nominal
" Paracresol.....	16.00
" Salicylate.....	85-95
Myrbane, rect. drums.....	22-24
Musk Ambrette.....	100.00
" Ketone.....	50.00-55.00
" Xylene.....	35.00
Nonylic Alcohol.....	nominal
Phenylacetaldehyde.....	70.00
Phenylethyl Alcohol.....	45.00
Phenylethyl Acid.....	nominal
Rhodinol, domestic.....	nominal
" foreign.....	25.00
Skatol, C. P.....(oz.)	nominal
Terpineol, C. P.....	1.15-1.25
Terpinyl Acetate.....	3.25
Thymol.....	13.75-14.00
Vanillin.....(oz.)	.90
Violet, Artificial.....	10.00-12.00

## BEANS.

Tonka Beans, Angostura..	90-100
" Para.....	.65-.70
Vanilla Beans, Mexican...	4.50-6.00
" Cut.....	3.00-3.50
" Bourbon whole ..	2.12½-3.00
" Bourbon cuts.....	2.12½
" Tahiti.....	1.45-1.60

## SUNDRIES.

Alcohol, cologne spirits, gal-	
lon.....	5.00-5.10
Ambergris, black ....(oz.)	12.00-15.00
" gray.....	28.00-30.00
Chalk precipitated.....	.05½-.10
Civet, horns.....(oz.)	2.75-3.00
Lanolin.....	.39-.55
Menthol.....	4.65-5.00
Musk, Cab., pods.....(oz.)	—
" grains.....	25.00-28.00
" Tonquin, pods.....	26.00-28.00
" grains.....	40.00
Orris Root, Florentine,	
whole.....	27-28
Orris Root, powd. and gran	
.....	29-30
Rice starch.....	.24½
Talc, Italian.....(ton)	nominal
" French.....	nominal
" domestic.....	15.00-22.00

## THE MARKET.

(Continued from page 240.)

products during the past month. Substantial advances have been scored in various articles. Anisic aldehyde is higher at \$7.25 to \$7.40; domestic benzaldehyde has advanced to \$4.75 to \$5.00; eugeal has advanced to \$5.25 to \$5.40; and C. P. terpineol to \$1.15 to \$1.25. Coumarin and linalol—from bois de rose, are slightly easier.

## Vanilla Beans.

The vanilla bean trade is going through one of the most serious periods in its history at the moment. The steadily rising costs of Mexican beans, together with the practical doubling of the tax on alcohol, has forced the extract trade to discontinue purchases of high grade goods. The lowest price beans on the market are those which are now urgently wanted. Naturally, the demand for Bourbon beans has been good, but even the \$2.12½ quoted for this variety now seems high, and wherever Tahiti beans have been available they have been eagerly snapped up. The latter beans have been selling at \$1.40@1.45 a pound, but shipments from Hayti are decidedly uncertain, and recourse is again had to Bourbon beans.

As the result of the advance in exchange on Paris, brought about by the negotiations between the American and French Treasury Departments, there has been a decided improvement in the spot price for Bourbon vanilla beans. For whole Bourbon beans the range of values now extends from \$2.12½ to \$3.00 a pound, depending upon quality. Bourbon cuts are practically off the market, and no replenishment is in sight until perhaps the early part of November, as French shipping from the Reunion Islands appears to be entirely engaged up to that time. It appears that this situation has brought out more or less of a speculative market in Bourbon vanilla beans in the Marseilles market.

As regards the situation in Mexican vanilla beans, there seems to be a great deal of uncertainty over the situation in the primary market. The cost and risk entailed in transportation of these beans by rail from Mexico in view of the revolutionary conditions prevailing in Mexico, keep the price of whole beans at \$4.50 to \$6.00 a pound, while cuts are held at \$3.00 to \$3.50 a pound. Aside from a few hundred pounds of prime stock there appears to be little of this material available in this market. An eight-inch prime bean would sell at \$6.00 easily as the stock is very limited. For the past two years the Mexican vanilla bean crop has been short and this year's crop is also expected to be short.

—BUY LIBERTY BONDS—

## FOREIGN CORRESPONDENCE.

(Continued from page 240.)

EXPORTS OF VANILLA.—Totals: 1917, vanilla and vanillin, 41,985 pounds, \$67,824; 1916, 69,401 pounds, \$68,382. Of this the following was exported to the United States: Vanilla beans, 1917, 33,256 pounds, \$76,271; 1916, 56,708 pounds, \$59,248. Vanillin, 1917, 4,689 pounds, \$3,988; 1916, 13,300 pounds, \$5,560. The total quantity of vanilla and vanillin exported in 1917 was 27,000 pounds less than the amount shipped during 1916, but owing to the demand in the United States the price per pound was 64 cents higher than it was for the previous crop. The poor yield was attributed to the heavy winds in the fall of 1916 which destroyed many of the beans.

## GERMANY.

ALCOHOL RECOVERY FROM SULPHITE LYE.—Considerable attention is being devoted in Germany to the production of alcohol both agriculturally and industrially, with special reference to the alcohol monopoly bill which was recently adopted by the Reichstag. The industrial recovery of alcohol and acetic acid, a great industry which has arisen

during the course of the war, is, for the first time having some light shed on it by means of the bill. The fact that it was possible to recover alcohol from sulphite lye has only now in war-time been brought into practical use in Germany. With the financial assistance of the government, twelve cellulose factories have established lye distilleries of this kind, aggregating a total productive capacity of 287,000 tons cellulose and 114,800 hectoliters alcohol.

## INDIA.

MYSORE SANDALWOOD.—In December, 1917, the Committee of the Upper India Chamber of Commerce was invited to consider a memorial which had been submitted to the Lieutenant-Governor of the United Provinces by the perfume manufacturers of Kanauj, protesting against the prohibition by the Mysore Government of the sale by auction of sandalwood from the Mysore forests and the reservation of the whole of the Mysore sandalwood for the manufacture of oil in the State factory at Bangalore. The memorial also conveyed the apprehension that Coorg and Coimbatore sandalwood was about to be reserved for the Mysore State by the Madras Government. The question was referred to the Chamber's representatives on the U. P. Board of Industries, which, on inquiry, advised the Committee that the matter was not one which it would be advisable for the Chamber to take up. It appeared that sandalwood oil could not be as economically extracted in Kanauj as in Mysore. The scent makers could still obtain oil from Mysore and wood from Coorg and Coimbatore. In any case, there could not be any interference with the internal affairs of a native State. The Committee accordingly decided to take no action.

## PORTUGAL.

EMBARGO ON OLIVE OIL.—Consul General W. L. Lowrie, Lisbon, reports: As olive oil is considered a necessity in Portugal and as the future crop of olives will not be equal to the local demand the government has prohibited its exportation, excepting to the islands of Azores and Madeira and the African colonies.

## TRINIDAD.

COPRA EXPORT DUTY RAISED.—Copa is now subject to an export duty in Trinidad of 5s. (\$1.22) per 100 pounds, increased from 1s. per 100 pounds. The new rate on coconuts is 1s. 8d. (\$40) per 100 nuts, as against the old rate of 3s. 4d. per 1,000, or 8 cents per 100.

## VENEZUELA.

COPAIBA.—Consul Emil Sauer, at Maracaibo, sends the following: Copaiba, the sap of a tree that grows wild in this district, is used for medicinal purposes. The tapping season lasts from October to June. In 1916 there were exported from Maracaibo 146,365 pounds, valued at \$35,918, against 103,536 pounds, valued at \$22,510, in 1915. The declared exports to the United States amounted to 69,478 pounds, valued at \$30,663, in 1916, against 101,014 pounds, valued at \$22,325, in 1915, the value having increased more than 50 per cent. Copaiba is put up in cases weighing about 55 pounds.

—BUY LIBERTY BONDS—

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.





## THE SITUATION AT WASHINGTON.

On page 220 will be found the latest news from Washington in relation to the soap industry, as well as the fats, oils and grease branches of it.

News of interest to readers of this department will often be found in other departments, such as the Trade Notes, the Obituaries, the Patents and Trade Marks, etc., and perhaps others.

—BUY LIBERTY BONDS—

## CAUSTIC SODA TO BE ALLOCATED.

In pursuance to a resolution passed at the meeting of caustic soda manufacturers held in this city recently, the following letter has been sent out to consumers:

"The United States Government, in order to meet its extensive explosive gas program, and, in part, that of its Allies, has already requisitioned a large percentage of the caustic soda production of the country. Beginning November 1, additional quantities will be required; the total may reach one-quarter of the country's production.

"As all manufacturers were well sold up even as early as 1917, and as none of the manufacturers are now in a position to increase their plants on account of the shortage of labor and material, it is evident that to supply the Government with the quantities it requires the deliveries to the consumer must be further curtailed. This curtailment will be distributed among our customers proportionately over their contracts, according to the percentage that the Government's requisitions are to the total amount of our output.

"In thus advising you of the Government's heavy demands, we trust that you will be placed in a position to adjust your own business and contracts. In addition to the patriotic desire on the part of all caustic soda manufacturers to fulfill the requirements of the Government, the necessity of so doing is strikingly set forth by the Government order quoted herewith:

"This order will take precedence over all other orders and contracts heretofore placed with you by any person whatsoever other than prior orders by the War Department, the Navy Department or the Shipping Board. You are further notified that by the said act of June 3, 1916, any refusal on your part to give to the United States such preference in the matter of the execution of this order, or any refusal on your part to furnish the above products or materials at a reasonable price, as determined by the Secretary of War, is a felony, and punishable by imprisonment for not more than three years and by a fine not exceeding \$50,000."

"We would assure you that we are making every effort, with Government aid in supplying raw materials, to produce the maximum output of our plant, and will

make deliveries of the quantities of caustic available for domestic consumption as promptly as possible.

"As you probably know, the Government is building a caustic soda plant, which will probably be in operation by January 1, producing 100 tons of caustic soda per day. It is hoped that a large percentage of this caustic soda may be allotted to Governmental requirements, and thus relieve the manufacturer's unfortunate situation with relation to its domestic consumers."

—BUY LIBERTY BONDS—

## U. S. TO ACT IN POTASH SITUATION.

Potash will soon be taken up for important development under the Government impetus. It is suggested by some officials at Washington, whose opinion has great weight in the executive councils, that a potash executive may be chosen to take charge of the efficient and comprehensive development of the domestic supply. It is stated on very reliable authority that several Government branches are deeply concerned about potash as a war problem.

The War Industries Board is considering the advisability of developing the domestic supply either through a leasing system or directly under Government control.

The United States Bureau of Mines is preparing a bulletin upon the potash supply as a war problem.

The United States Department of Agriculture and the United States Food Administration are also interested in the sources of potash, and the largest possible development of this supply.

Officials in all of these Government departments and war-work establishments say that something must be done for a co-ordinated, efficient and adequate development of the domestic supply.

Plans have not progressed far enough so that it can be stated with any dependability what line of action is likely to be adopted, but it can be stated very positively that the Government officials are in earnest in their purpose to concentrate the best opinion of those interested upon this problem.

—BUY LIBERTY BONDS—

## CHEAP WAY TO MAKE POTASH.

The London *Board of Trade Journal* publishes a remarkable article on the British supplies of potash, showing the important progress which has been made during the war in the production of potash in Great Britain. One of the most startling sources of the new supply is from blast furnace dust, from which potash is obtained by a cheap and simple process consisting primarily in the addition of a small proportion of common salt to the charge of the furnace, which releases the potash present in the ore and causes it to be volatilized with the emerging gases as potassium chloride.

As a result of experiments on a large scale, it was estimated that it would be possible to recover 50,000 tons of potash salts per annum from blast furnace dust alone, enough practically to meet the needs of the country. A factory already has been erected at Oldbury, near Birmingham, designed to produce 400 to 500 tons of potassium chloride weekly from blast

furnace dust, and a conversion factory is to be added where chloride, not needed for agriculture, may be converted into other refined potash salts. Other factories are in contemplation, and it is expected to obtain especially large quantities of potash from the important Cleveland iron district. In view of the new importance thus given to blast furnace dust, dealings in this raw material were placed in August, 1917, under Government control, which is working very smoothly.

Large quantities of potash can similarly be collected from fumes and dust from cement kilns, and potash now is being sold by many cement manufacturers who hitherto had no idea that such valuable material could be so easily collected.

While these promise to be the greatest sources of potash, the article also describes other sources, the development of which is not being neglected. The article concludes:

"Each month that passes renders Great Britain more independent of German potash and more able to disregard Germany's continued threat of holding other nations to a ransom on potash. In her attempt to starve her enemies by withholding potash manures it will be as difficult for Germany to achieve success as it was in her recent attempts to starve out Great Britain by U-boat tactics."

—BUY LIBERTY BONDS—

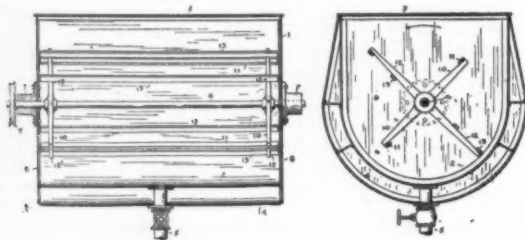
#### PATENT FOR SOAP AND PROCESS.

United States Patent No. 1,276,383, granted to Oona Ludekens, of San Francisco, Cal. Assignor to the White-Kat Soap Co. Patented Aug. 20, 1918. Application filed July 23, 1917. Serial No. 182,194.

To all whom it may concern:

Be it known that I, Oona Ludekens, a citizen of the United States, residing at San Francisco, in the county of San Francisco and State of California, have invented new and useful Improvements in Soap and Processes of Making the Same, of which the following is a specification:

The object of the present invention is to provide a soap which can be used without water, and which is therefore



very useful to persons employed in a variety of occupations, such as actors, chauffeurs, printers, machinists, and mechanics generally, railroad and street car men, boot blacks, cobblers, and creosote workers.

To make the soap, two quarts of water heated to a temperature of 200° F. is added one pound of neutral soap chips containing a moisture content of 12%. The temperature of this mixture is then raised to boiling point and maintained thereat until the soap chips are thoroughly dissolved. The temperature of the mixture is then reduced to 160° F. To the mixture is then added one quart of boiling water containing, dissolved therein, 6 ounces of carbonate of soda. The temperature of the mixture is then increased to 260° F. and is maintained at this degree for 15 minutes, when there is added 1½ ounces of parawax. Still maintaining the mixture at the same temperature for 10 minutes, there is then added one ounce of refined beeswax. After 10 minutes, during which the mixture is maintained at the same temperature, there are added 3 quarts of water at a temperature of 40°. The mass is then allowed to cool to 90° F.

It is then agitated and also aerated, but not excessively, for an excessive aeration would result in the mixture containing numerous large and weak air bubbles which would collapse immediately before or upon use.

In the accompanying drawing, Figure 1 is a longitudinal section, and Fig. 2 is a cross-section, of a vessel which I

have found suitable for sufficiently agitating and aerating the mixture.

Referring to the drawing, 1 indicates a vessel having a round bottom 2 and a closed top 3. It is surrounded by a water jacket 4 and is drained by a pipe 5. Extending longitudinally through said vessel is a shaft 6 extending through bearings 7 on the ends 8 of the vessel and rotated by a grooved pulley 9. From said shaft extend diametrically opposite to each other pairs of beaters 10, each pair connected by a single blade 11, and also diametrically opposite to each other and at right angles to the beaters 10, pairs of beaters 12, each pair having two blades 13 connecting them at distances from the axis of the mixer respectively greater and less than the blades 11. This mixture should be rotated for fifteen minutes at a speed of twenty-seven revolutions a minute.

In use a small quantity of the soap is rubbed on the part to be cleansed until the lather and dirt are thoroughly mixed, and they are then removed by a piece of paper, waste, or saw dust. If the hands are very dirty, first remove the first mixture and then use a little more of the soap.

It is believed that the agitation of the mixture of water and soap dissolved therein with parawax and beeswax at a high temperature has the effect of causing the parawax and beeswax to form minute envelopes or capsules inclosing the liquid soap, which capsules are broken and the liquid soap is released when the soap is used.

I claim:

1. The process of making soap which consists in adding to hot water having soap dissolved therein parawax or beeswax substantially in the proportion specified, and then, after allowing the mixture to cool to normal temperature, agitating and aerating the same.

2. The process of making soap, which consists in mixing a hot, soapy liquid with parawax substantially in the proportion specified, and then agitating and aerating the same to reduce it to a paste like form.

3. The process of making soap, which consists in mixing a hot, soapy liquid with a substance capable of forming minute comparatively durable envelopes in closing the liquid and then agitating the mixture to reduce it to a paste-like form.

4. The process of making soap, which consists in mixing a hot, soapy liquid with a waxy substance, and then agitating and aerating the mixture to reduce it to a paste like form.

OONA LUDEKENS.

—BUY LIBERTY BONDS—

#### METHOD FOR PURIFYING CRUDE GLYCERINE

Vereingte Chemische Werke A.-G., Charlottenburg. (United Chemical Works, Inc.) Crude glycerine is purified by esterizing it in the known way, with an organic acid, whose glycerinester is insoluble in water, either in the absolute absence of water, or in the presence of condensing media, following which the ester is purified and split, and, finally, the glycerine water obtained, as the case may be, either concentrated or distilled.

It is not rare that crude glycerine contains such quantities of inorganic and organic impurities, that the direct distillation of glycerine becomes impossible. If, e. g., fats strongly decomposed have been used in the preparation of glycerine, the impurities of the fats pass over into the crude glycerine, and make the latter impure in so high a degree that a distillation is absolutely excluded. The per cent. of albuminous substances makes the distillation further, either very difficult or totally impossible. The process here given makes the refining of glycerine also in those cases possible.—Zeit. fur angew. Chemie, 1918.

—BUY LIBERTY BONDS—

#### Aden Likes American Soap.

One feature of Aden trade favorable to American goods was the greatly increased imports of laundry soap from the United States. In 1913-14 the imports of American laundry soap amounted to only \$646 in value; they practically doubled in the following year; and in 1915-16 they reached a value of \$11,776. During the year 1916-1917 the imports of American soap reached the considerable value of \$31,430. The toilet soap market is not nearly so important, and also is normally largely supplied from France. Total imports in 1916-17 had a value of \$4,267.

# ANNUAL REPORT ON FATS, OILS AND WAXES FOR YEAR 1916\*

By Prof. Dr. W. HERBIG, Chemnitz

(Continued from page 212, August, 1918.)

(b) *Grained-Soap*.—K. Löffl discussed the soap-filling materials and soap substitutes as: Talc, clay, kaolin, silicious earth, silicious chalk, bolus, china clay, marl, Kieselguhr, chalk, and Fuller's earth. The judging and testing of clay used for washing purposes were treated by Hugo Kühl where particular regard was had for the colloidal qualities of clay and the principles of colloidal chemistry. According to tests by this same author, the washing-power of a washing medium, as clay containing preparations, can best be determined, and in the most accurate way, by bacteriological means. The results of the tests made by Kühl, who selected as test object bacilli coli, showed that in comparing grained soap with a soap possessing 20% clay and a clay-substitute soap called "asepsis" with 90% clay, the latter proved to possess a remarkable washing power in respect to pure soap. The proof of the greater washing-power of a clay substitute soap, given in that regard is only in respect to the action of eliminating bacteria. The properties of wetting and penetrating inherent to soap solutions, which are an essential condition for the cleaning of textiles, has entirely been neglected in the experiments made by Kühl for determining the washing power.

The filling media in soap, replacing and thus saving fats and oils, can after G. Hauser be divided into four groups. 1. Filling media of a chemical dissolving action: Soda, potash, borax, sodium-phosphate, water-glass, ammonia in the form of ammonia soaps with chlorinated hydrocarbons. 2. Filling media possessing a physical dissolving action: Chlorinated hydrocarbons. 3. Such of an emulsive-power: Phosphate, borax, potash, saponine and plant-slime. 4. Filling media having a purely mechanical action: Finely divided amorphous bodies, particularly talc. Saponine or sapo-toxins is a collective name for a group of optically active, colloidal, nitrogen free glycosides of the vegetable kingdom, partly with a lacton character, possessing peculiar physical, chemical, physiological and pharmacological actions. R. Kobert classified those bodies: 1. After their occurrence in particular parts of plants (root, bark, fruits, seeds, stem, leaves; (soap-wort, ivy); 2. After their distribution in the vegetable kingdom (60 families); 3. After their chemical reactions (neutral and acid saponines); 4. After the hydrocarbon groups capable of splitting off in hydrolysis; 5. After the aglycones (cholesterine derivatives) present in the saponines; 6. After the chemical formula ( $C_nH_{2n-2}O_n$ ); 7. After their method of preparation and behavior to lead-acetate; 8. After the color-reactions to Millon's test, concentr. hydrochloric acid, concentr. sulphuric acid, Nessler's test, furfural solution in alcohol and; 9. After the hydrocarbon groups contained. A detailed discussion of the work of J. Boes and H. Weyland on the value of sugar soap was made by F. G. as had been already pointed out in last year's report. The end-results of Boes' and Weyland's discussion can be summed up in saying that sugar soap, because of its proven little value in use cannot replace grained soap.

The tests made by W. Kind lead to the same results. Wool threads, colored with acid-fuchsine extra, acid green concent. and acid violet 5 BF and 3 RA, and sewn onto a white half-woolen material was treated in the same way (soaking 24 hours in the solution, 2 hours heating to 45°, rinsing hot and cold, the latter process repeated 10 times) with sugar soap, caustic soda, soda, water-glass, grained-soap, and condense water. An article by A. Gauswindt on sugar soaps) dealt more with the chemical behavior of sugar-alkali compounds and their splitting into sugar and free alkali. The preparation of liquid toilet soaps (shampoo) and the oils and fats (cocoa-oil, cotton-seed oil, stearine) best suited for it, were treated by Ernest R. Jones in the "American Perfumer." L. B. treated the manufacture of waste soaps and fitting soap, i. e. utilization of waste, soap-rests and remainders of suds. S. H. writes against misleading names for soaps and recommends that fine soaps (unfilled, milled soaps) should be classified and called according to it: 1. Upper-fine soap for uncrutched-in soap; 2. Medium-fine soap for uncrutched-in, cold-stirred soap; 3. Long-lower-fine soap for crutched-in soap, up to cocoa-soap with 50% filling; 4. Extra long-lower-fine soap for cocoa-soap with 50 to 100% filling; 5. Extra-very-long-hand-washing-soap for all cocoa-soaps with more than 100% filling. R. Marchand reported, in respect to their chemical qualities, on the use of artificial perfumes in the soap industry, and pointed out the sensitivity of alkali to perfumes belonging to the various groups of aliphatic and aromatic bodies, which can be: Phenols, esters, alcohols, aldehydes, ketones and aromatic ethers. In addition to the soaping action of the free alkalis of the soap on the esters, has also to be considered the polymerizing action on the alicyclic ketones; while aliphatic alicyclic alcohols are stable, perfumes of phenol character, as well as aldehyde compounds show great instability to alkali.

(d.) *Soap-powders and washing media*. A report of C. Harggenberg deals with valuing soaps, soap powders and washing media. The writer classifies them as follows: *Hard soaps*: 1. A grained soap and rosin-grain soap; 2. 1/2 Grain soaps, white and marbled; 3. Soap-size; 4. Toilet soap, boiled and cold stirred; *Soft soaps*: 1. Soft soap, yellow and brown; 2. Silver soap (white), potash-soda soaps; 3. Soap-powders—a mixture of soap and soda. The fourth group the soap powders are divided by him into: Ordinary washing media—mixture of soap soda and water-glass, and into: oxygen-containing washing media, which contain in addition to the above mentioned also sodium-perborate,—per-sulphate or sodium-hyperoxide. While the ordinary washing powders contain only a few percent of soap, the second group shows a higher soap-content. Oswald Stadler attempted in February, 1916, to determine the influence of the war on the composition of washing media, by examining a series of soap powders, which he had bought in Berlin. According to him "Minlos" was the only known washing powder, whose fat content had not been diminished, and that was only because its fat-content could not be decreased any further. The method of manufacturing washing powders poor in fat (up to 5% fat content and 50% soda addition) from fatty acids. Soda and water was dealt with by J. E. In the report on the activity in 1915, of the chemical testing laboratory of the town of Dresden, data are given on the composition of a series of soap- and washing-powders, e. g., soap powder Godin, Puritan soap powder, benzine soap meal, bombastus-washing

\*Transl. from *Der Seifenfabrikant*, Feb. 13, 1918.



and bleaching powders, Wollner's snow-white, Voight's self-acting washing and bleaching extract. The report deals lengthily with the washing medium prepared by the Leipzig Malt Extract and Maltose Factory, Voight. This medium consists of industrial sodium peroxide, and warning is given against its use because of its injurious effect. According to an examination by O. S., the washing powder Bombastus put on the market by a Dresden corporation, consists of only 0.4% fatty acids, 52.8% of soda, 29.40% of water, and 17% talcum and clay. Another washing-medium made by the firm Moritz Weisz, at Munich, called "Bemonit" consists after the data by L. F. of 4.2% total fatty acids, and its manufacturing costs are 10 Marks per kilogram. A. Evers described the making of bleaching soda from water-glass, sodium lye and calcinated soda, which is said to be used for the soaking of the linen in cold, however, it does not contain any bleaching agent. Max Schall dealt, in an article, with the chemical cleansing of textiles (benzine laundering), and with a series of processes and apparatus (Drum washing apparatus) for purposes of chemical laundry processes—description of which had appeared in the patent literature. R. gave a review of the so much discussed theme of mineral oil soaps, waste products of refining processes in the mineral oil industry. W. Schrauth, in a study on the relations between the constitution and the disinfecting action of soaps, comes to the conclusion that the disinfecting action of fatty acid alkali increases with the hydrolytic splitting. His study based itself on the older observations of Reichenbach, which were that the potassium salts of saturated fatty acids have a stronger action than those of the non-saturated fatty acids. Hydrolytic splitting and disinfecting action diminishes with the decrease of the molecular weight. The disinfecting power of a soap-solution decreases with increasing dilution, but in a smaller degree than would correspond to the dilution. Therefore, the disinfecting powder of technical soaps is dependent in principle, on the ratio between the alkali salts of saturated and non-saturated fatty acids.

(To be continued.)

—BUY LIBERTY BONDS—

## THE DETECTION OF POTASSIUM BY MEANS OF LIGHT FILTERS.

By Prof. D. Alois Herzog.

At the suggestion of Dr. König the Höchst color factory has just put on the market since a number of years different chemically pure coloring substances, which, as the experiments in the practice showed, are suited in an excellent manner for sensitizing photographic plates and for the making of light filters. The latter serve in first instance for photographic purposes but can also be used with advantage for microscopical, chemical, physical and physiological works. By combining different colored light filters it is not difficult to isolate the desired group of rays of the spectrum. However, there is no case of a real monochromacy, as the absorption bands of all coloring matter show a more or less washed out course. Most favorable still are the conditions with many red-coloring substances (rose bengal, acid hadamine, etc.) which give an absorption curve steeply falling toward the red part of the spectrum. In general, however, this is without much importance for the above uses, as only the lightest parts of the spectral zone passed by the respective light filter is of consequence. The way of making filters is either by immersion of gelatinized glass plates into the required color-solution until the desired tone of color has been obtained, or carefully cleaned glass-plates are covered with a gelatine solution containing a certain quantity of the coloring matter. The latter method is decidedly to be preferred, as there is the possibility, to make the filters of any desired color depth for the details, the work of von Hübl<sup>1</sup> is pointed out.

I desire to direct the attention of the chemists to the use of light filters in the quantitative chemical analysis. To my knowledge the laboratory chemists use only the

cobalt glass in that sense: i. e., to detect potassium (coloration of flame). According to H. W. Vogel Cobalt glass absorbs the extreme red up to  $\lambda=715$  and shows a strong, washed-out stripe of  $\lambda=670-640$ , as also some weaker bands of  $\lambda=605-570$ . A very weak stripe, inserted<sup>2</sup> at  $\lambda=545$  runs gradually and entirely towards blue, and a strong coloration of Cobalt glass allows only blue to pass. For that reason the yellow coloration of the flame caused by sodium salt, eventually present, which covers only slightly the violet coloration of the potassium flame, is made to disappear, so that the latter seems to be deeper or lighter violet. Unhappily, most Cobalt glass is of a too bright color and therefore allows very many parts of the visible spectrum to pass more or less, so that also other elements giving a flame reaction, looked at through the Cobalt glass, as especially the alkalies and alkaline earths, enter into vision. The indigo solutions used here and there are also little suited. I recommend for the detection of potassium the use of a green light-filter, which at the same time permits the ultra red part of the spectrum to pass. Such a filter can easily be gotten by combining patent blue (Höchst) and Tartrazine (Höchst). Patent blue allows the passage of only blue, green and the ultra red. Thorough spectro-photometric tests of patent blue gelatin filters were published by von Hübl in the above-mentioned paper. Tartrazine, whose absorption limit lies at Eb, shows an absorption maximum above G. H. As a suitable filter concentration I propose:

Patent blue 3.9 (i. e. 3.9 g. coloring matter per M<sup>2</sup> of glass surface)

Tartrazine 2.5 (i. e. 2.5 g. coloring matter per M<sup>2</sup> of glass surface.)

This light filter leaves free only surface of ultra red of  $\lambda=675$  (maximum 700-725) and further green, well limited on both sides, between  $\lambda=500-555$  (maximum 520-530). In making filters old photographic plates of the size: 9x12 cm. are of excellent service. The potassium flame observed through this filter appears a magnificent red, framed by a yellow-green border. If the flame is observed through an acid-bromamine filter (3.9) a vivid red coloring is seen.

I prefer generally the green filter because of the unexpected wonderful action of contrasts. This color phenomenon, which can easily be seen by holding cigar or cigarette ashes in the flame, is exceedingly sensitive. That the red coloration of the flame visible through the filter is traceable to potassium, can be shown spectroscopically. According to Formonet<sup>3</sup> the potassium flame gives in the spectrum a red double-line ( $\alpha$ ) with the wave-length 769.9 and 766.5, which, however, joins into one line with a smaller dispersion of the prism, and into a violet line ( $\beta$ ) with a wave-length 404.4. In addition to these lines is also seen a weak, uninterrupted spectrum between yellow-red and indigo-blue. Instead of Patent-blue tartrazine filters many other pure green coloring substances can be used: e. g. light-green in combination with tartrazine or other yellow colors. I prefer, however, the above mentioned filter, because it can also be used, as I will show, in a following paper, for detecting other elements, and a less number of filters is then required. In addition, I desire to remark that patent-blue-tartrazine filters are of excellent use in microphotography, even with weak light sources because of their good light-transparency, and the very good limits of the small green spectral section. The red part of the filter is photographically without any consequence, and can, however, if desired, be quickly removed by an addition of a trace of toluidin blue or filter-blue-green (Höchst). It is clear that the vivid red coloration given the lightless Bunsen flame by strontium and lithium salts, does not enter into the phenomenon, if observed through the proposed filter, because the characteristic spectral lines of the above mentioned metals fall within its absorption zone. For one unfamiliar with spectral analysis it is perfectly surprising to see, e. g., the brilliantly vivid red coloration of the lithium flame to be completely swallowed by the filter, while the red coloring of potassium

<sup>1</sup> The photographic light filters.

<sup>2</sup> Practical spectral analysis of earth-bodies.

<sup>3</sup> The qualitative spectral analysis of inorganic substances. Berlin, 1900.

otherwise not visible appears brilliantly. A behavior similar to potassium shows only rubidium, for which after Formanck are characteristic the red double line (8)  $\lambda=781.1$  and (8)  $\lambda=795.0$  as well as the violet double line (s)  $\lambda=420.2$  and (8)  $\lambda=421.1$ . A separation of those two elements is therefore not possible in the above given manner. Tests made with various filters, either absorbing the ultra spectral red or resp. strongly damped (sulphate of copper, toluidium-blue, filter-blue-green, Höchst) were without result.

It is clear that for detecting potassium also violet filters can be used. The selection of colored matter, however, is not very great, as most of them let pass the blue spectral zone, and therefore let pass the blue coloring given the flame by Caesium, Indium, and Strontium salts. A skilled observer will certainly not mistake the short lasting brilliantly blue coloration of Caesium for that of the lasting blue coloring of potassium or even some late appearing coloring of strontium. An example of such a violet filter: Crystal-violet 2.8, filter-blue-green (Höchst) 1.5, rubidium and potassium can here also not be separated because of the nearness of their violet lines. For that reason I prefer the above mentioned green filter, if only for its greater sensitivity for detecting potassium.

—BUY LIBERTY BONDS—

### OILS AND FATS DIRECTOR IN BRITAIN.

Owing primarily to the injury done to the soap industry in Great Britain through the commandeering of fats and oils and the taking of all incoming supplies, Great Britain has gone one step further than the United States in establishing a director of oils and fats with an advisory committee to assist in solving technical problems.

The oils and fats division of the United States Food Administration is doing similar work, though with less administrative authority. Its importance is being recognized more and more as the United States takes an advancing part in the war. Already it has become an outstanding branch of the Food Administration with the government bureaus and departments co-operating and collaborating for the utmost efficiency.

The American experts on fats and oils are keeping closely advised of what the Oils and Fats Council of Great Britain is doing.

Under the new British Oils and Fats Distribution Scheme which went into force on September 15, all Class A manufacturers (i. e., large manufacturers who sell the whole or the greater part of their output wholesale over a considerable area) have been notified by the Ministry of Food that they will receive their supplies of butter, lard, and oil and fat compound on permits issued by the Director of Edible Fats Distribution. Supplies of butter and lard will then be provided by the suppliers nominated by each manufacturer. Oil and fat compound will be delivered from the factory to the order of the Ministry of Food.

—BUY LIBERTY BONDS—

### Crisis in Swedish Oil Industry.

Commercial Agent Norman L. Anderson, Copenhagen, Denmark, reports that one of the greatest difficulties encountered in Swedish economic life during the war has been the shortage of all kinds of oils. Not only mineral oils are greatly needed, but also fat oils. Soap, tallow, and candles are nearly impossible to get, while margarine can not be had at all. It is therefore of vital interest for Sweden to find within the country substitutes for mineral as well as fat oils. Experiments show that this is not at all impossible, although, of course, it will take some time before the results are such that the needs can really be covered.

—BUY LIBERTY BONDS—

### Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

this price has been paid for several round lots in transit and to be shipped. As we close the market is  $8\frac{1}{4}\text{c.}$  to  $8\frac{3}{4}\text{c.}$  at the Coast, according to the position in bulk or in bags, and  $9\text{c.}$  at New York with a very much firmer feeling in the future positions.

**Soya Bean Oil**—The spot market on Soya Bean Oil ex-warehouse, is  $18\frac{1}{4}\text{c.}$  per lb., fairly large parcels have been booked in barrels at  $16\text{c.}$  at the Coast, and  $15\frac{1}{4}\text{c.}$  in tank cars rolling, and for September shipment, some of the importers are holding at  $16\frac{1}{4}\text{c.}$  in tank cars for the October-December position. The paint trade are reported to have bought heavily this week.

**Palm Kernel Oil**—A limited quantity of Palm Kernel Oil in barrels is obtainable at  $18\text{c.}$  per lb. New York, or in sellers' tanks at  $17\frac{1}{4}\text{c.}$  for October delivery, and as the British Government are reported to have refused export permits from the West Coast of Africa on Palm Kernels, except to the United Kingdom, this block of oil is the cheapest purchase on the market.

**Peanut Oil**—Several fairly good sized blocks in cases of Chinese Peanut Oil 2 per cent. acid, are offered now on dock at Vancouver, at  $18\frac{1}{4}\text{c.}$  per lb. in bond, net weights.

**Edible Coconut Oil**—With the advancing tendency of dairy butter the value of these goods is very apt to rapidly increase, the market closes with  $21\text{c.}$  per lb., the best that can be done for well-known grades, acid test  $1/10\text{th}$  of 1 per cent. Off grades are offering as low as  $20\text{c.}$  per lb.

**Castor Oil**—The available supply of Japanese Refined Castor Oil is about exhausted and there are some active inquiries on the market Sept. 21 for September delivery f. o. b. Coast points. For the limited quantity remaining on the Coast the sellers' views have been much firmer.

### Heavy Chemicals.

The freedom with which licenses for export shipments of soda ash have been granted during the past month has been incidental in bringing about an advance in this material to  $\$2.55$  a hundred in single bags, with prompt shipment from the West quoted at  $\$3.25$  in double bags. The spot market appears to have been closely cleaned up, and spot offerings are the smallest in a lengthy period. Although there has been less of an upturn in caustic soda, the belief prevails that prices will undoubtedly be marked up in sympathy with the requisitioning of goods by the United States Government. Spot goods are now commanding from  $\$4.25$  to  $\$4.50$  per 100 pounds for the solid 76 per cent, as demand has been mostly for goods rolling and for prompt shipment. Conservative interests are looking for a five-cent a pound market on the assumption that stocks are not sufficient to accommodate any fair increase in the demand from the consuming element.

The supply of 60-degree silicate of soda, or the iron free variety, has shrunk to relatively small proportions, and a correspondingly strong tone has therefore developed with from  $\$5.75$  to  $\$8.00$  a hundred generally named in the trade. The boraxes remain unchanged in price. Soapmakers, dyestuffs manufacturers, and makers of various chemicals, have all shown an interest in the course of caustic potash prices, which are somewhat easier at 60 cents a pound for the 70 to 75 per cent for prompt shipment, and 70 cents for the 88 to 92 per cent. Producers of sulphuric acid have not been in position to take care of new business owing to the heavy Federal demands forced upon them. Rosins have hit new high territory on reports of buying by the British Government.

—BUY LIBERTY BONDS—

### Makes Soap from Paraffine.

A new process to make soap out of paraffine is announced by a Dr. Bergmann at Leipzig. By the introduction of air the paraffine is oxidized while heated to about 130 degrees in an iron boiler, when the result is a sort of brown ointment-like substance which, when treated with alkali, produces a good lather soap. The inventor announces he has in the course of his investigation discovered two hitherto unknown acids, related to palmitine and stearine acids. The discovery is regarded in Germany as important.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW.

During the last month, the tendency has been upward, due mainly to the fact that the continued embargo on importations of South American and Australasian Tallows has forced the soapers to rely upon the domestic production; at this season of the year still (though less) poor in color, and rather high in acid.

To fill the demand for choice stock of low acid and good color, it has been necessary for the various soapers to compete with each other; causing a state of affairs in which it has become possible to ship good-quality tallow from the eastern and middle western markets, further west.

While New York Special City Tallow still quoted at 18½c, this price is merely nominal; as undoubtedly 19c would be paid for a good round lot, were such a quantity offered.

The writer pointed out several months ago, when New York Special City Tallow was selling at 17c a lb., that the present market conditions were bound to come; and that it was only a question of time when the influences at work for higher prices would be felt all around.

No relief is in sight, and prices for choice stock seem destined to advance further; although the poorer grades of tallow are lagging and soap-greases have not kept pace with the advance in tallow. High-grade hog stock, because of scarcity, has risen steadily; yet some high-acid dark greases are weak at half a cent to a cent decline.

Eventually it is likely the Government will step in and relieve the pressure; but such action usually takes place when the critical point is reached; even then, several months must elapse before foreign tallow would reach the American consumer.

The disappointment in the cotton crop, which at one time looked promising, and probably would have caused a 14c-15c level for cotton seed oil, has again put this article on a 17½c basis for crude oil, and any possible competition for the soap tank from this direction, is not likely.

J. TORIAS T. PERGAMENT.

September 23, 1918.

—BUY LIBERTY BONDS—

### GLYCERINE.

Specially Written for this Journal by W. A. Stopford.

Since our last letter, the minimum quotation on Chemically Pure Glycerine has been dropped to 60c per lb., but it is reported that even lower prices have been accepted. Owing to the approach of October, when the agreed upon price for Dynamite Glycerine has been fixed at 58c, it is very likely that C. P. will be marked down further. For December, Dynamite will be 56c, and we may then expect another decline in C. P., unless it is found that the stock has been so reduced that there is not sufficient to supply the demand, but this is hardly apt to be the case. The opinion is

expressed in many quarters, that we shall see lower prices for all grades of Glycerine, next year, as the soap-makers and refiners have indicated their willingness to meet the Government's views.

—BUY LIBERTY BONDS—

### VEGETABLE OILS.

By Edgar H. Laing.

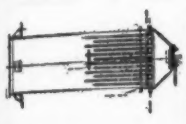
The week closing Sept. 21 has shown a marked improvement in the value of vegetable oils, and there apparently will be more or less jobbing business from now on as we run into the early fall. The one soft spot in the market has been the Coconut Oil offers which have pressed for sale on the Pacific Coast, owing to extremely large arrivals, oil that was anticipated would arrive through August, September and October, has practically been dumped on the market within the last thirty days and pressed for sale, this naturally had a very bearish effect, of which the consumers took prompt advantage. Some of the large soapmakers were wise enough to very heavily cover their needs as they were buying this oil much under the price of ordinary tallow. Rumors of export permits being obtainable for Denmark had a very bullish effect on the market, and if the Government will permit surplus oil arriving to be exported to Europe we will certainly see a decided change in the coconut oil values at no very distant date. The spot market Sept. 21 in barrels, is 17½c. to 17¾c., acid test about 6 per cent., and on Cochin grades 18c. to 19c., according to color and test. Some very large blocks of Manila coconut oil with an acid test of 5 per cent. have been offered for November-December shipment to Frisco in buyers' tanks at 15c. per lb., and it is quite likely that had a bid been made on 2,000 tons of 14¾c., business would have been booked. This, of course, is in buyers' tanks.

Copra—The cheap lots of Copra on the Coast at 8½c. per lb. have been practically cleaned off the market, and  
(Continued on preceding page.)

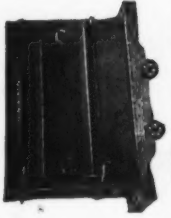
### SOAP MATERIALS.

Glycerine, C. P., 60@61c.  
Dynamite, 60c.  
Crude soap lye, 80 per cent. loose, 38c.  
Saponification, 80 per cent. loose, 42c.  
Castor oil, No. 3, 38@40c.  
Coconut, Cochin, 23@24c., Ceylon, nominal.  
Coconut oil, domestic Cochin, 19½@19¾c.; domestic Ceylon, 18¼@18½c.  
Corn, crude, \$17.75@18.00, nominal.  
Cottonseed, crude, tanks, 17½c. lb.; refined, 21@22c. lb.  
Olive, denatured, \$4.50@5.00 gal.; prime foots, 45@47c. per lb.  
Palm, lagos, 40@45c., nominal; red prime, 40@45c.  
Palm kernel oil, domestic, 17½@18c., nominal.  
Peanut, crude, \$1.36@1.37 gal. f. o. b. mill.  
Red oil, saponification, 17@17½c.  
Soya bean, 18¾@18½c., nominal.  
Tallow, special loose, New York, 18c. asked; tallow, city, 17½c. asked; grease, yellow, 15¾@16c.; brown, 15@15½c.  
Chemicals, etc., Borax crystals and granular, 8@8¼c.  
Caustic potash, 88 to 92 per cent., 70@72c.  
Caustic soda, 76 per cent., \$4.25@4.40 per 100 pounds.  
Carbonate potash, calcined, 80 to 85 per cent., 35@38c.  
Salt, common, fine, \$1.08@2.10.  
Soda ash, 58 per cent., \$2.55@3.50 per 100 pounds.  
Soda silicate, "iron free," 5¾@8c.  
Sulphuric acid, 60 degrees, \$18.00@25.00 per ton.  
Starch, pearl, \$4.07@4.40; powdered, \$4.25@4.55.  
Stearic acid, single pressed, 23@24c.  
Stearic acid, double pressed, 25c.  
Stearic acid, triple pressed, 26c.  
Stearate of zinc, 47@52c.  
Zinc oxide, American, 13@15c.  
Rosin, water white, \$16.50 per barrel.  
Rosin, window glass, \$16.25 per barrel.  
Rosin, Nancy, \$16.10 per barrel.  
Rosin, Mary, \$15.85 per barrel.

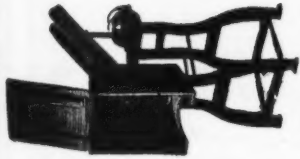




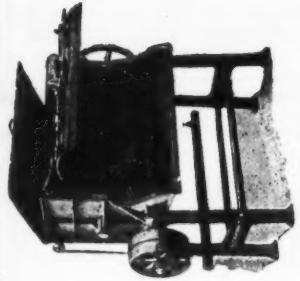
ACME Remelter.



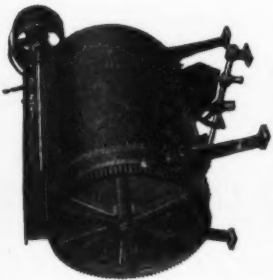
STANDARD Soap Frame.



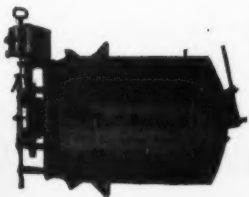
Soap Chipper.



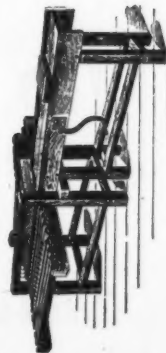
IDEAL Amalgamator.



HORIZONTAL Crutcher.



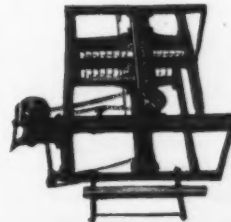
PERFECTION Crutcher.



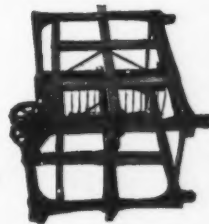
DOUBLE BACK Cutter.



AIKEN Power Cutter.



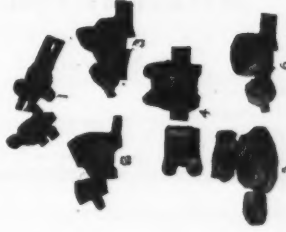
AIKEN Power Slabber.



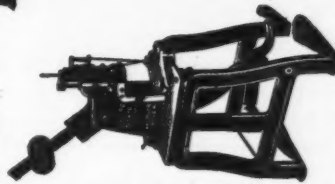
CHAMPION Slabber.



No. 4 Soap Press.



Soap Dies.



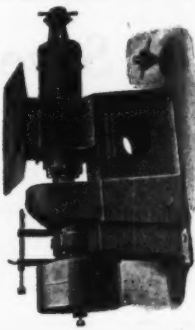
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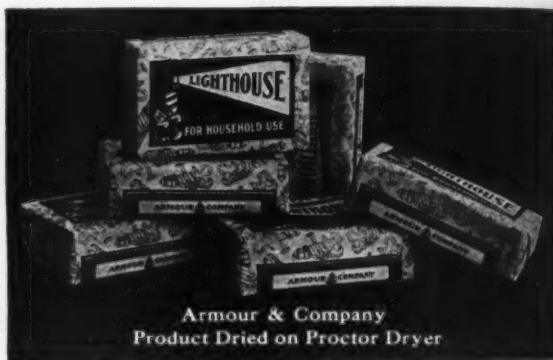
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**Ross-Gould**  
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## CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

### BUSINESS OPPORTUNITIES

FOR SALE—Eureka Talcum Machinery manufactured by S. Howes Co., Silver Creek, New York—this machinery is practically new:

- One Automatic Filler.
- Two Mixers and Blenders No. 280.
- One Feeder and Mixer.
- One Can Sealer.

Can be seen at 77 Pearl Street, New York City, Barclay & Co.

WANTED—Second-hand steel drums of any size or description. Address Gluck Bros., Perth Amboy, N. J.

Caustic Potash 88° to 92° test. Direct to users only. 63c to 65c per lb. delivered by express in 175 lb. drums. Joseph Hanser, Oshkosh, Wis.

WE ARE BUYERS of every kind of containers—glass, tin or paper—write us, telling what you have, and state quantity and price. Address B. O., No. 552, care of this journal.

### HELP AND SITUATIONS WANTED

WANTED—3 oz. or 4 oz. talcum cans. Send sample and best price. State quantity ready for immediate shipment. Address B. O. No. 575 care of this journal.

WANTED—3 high class salesmen to sell our Mo-Ko to large institutions, liberal commission, three-fourths institutions already customers, price lowest, quality best. We desire these salesmen to handle it only as a side line in the beginning. Splendid opportunity for high-class men of ability who can furnish A-1 credentials. Address C. A. Koldstad, Box 163, Elmira, N. Y.

LADY thoroughly experienced with the manufacturing of complete line of toilet preparations, also familiar with finishing department and able to manage help, wants position. Address S. W. No. 572, care of this journal.

WANTED—by a large established pharmaceutical house, a competent perfumer, must be good at packages. Apply confidentially, stating experience, salary desired, etc. Address, H. W. No. 573, care of this journal.

PURCHASING AGENT—many years experience with a large manufacturing chemical and perfumery house. Would like to connect with a progressive concern where there are possibilities for the future. Address S. W. No. 566, care of this journal.

CHEMIST wishes connection with reliable, progressive concern. Widely experienced this side and abroad in the manufacture of a full line of toilet specialties, perfumery and pharmaceutical products. Well acquainted with the market condition, knows how to buy, can handle help and take charge of the production from compounding to shipping. Will only consider position with exceptional chance for advancement. Salary \$2400 per annum or prefer bonus or share proposition. Address S. W. No. 568, care of this journal.

(Continued on page 56.)



ESTABLISHED 1890

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PREPARED CHALK

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**CHEAPER Than, and EQUAL to the BEST FROSTING  
Done by the BOTTLE FACTORIES**

Frost your own bottles as required with



Effects a beautiful satin finish, soft and velvety to the touch. No expensive equipment required. No previous experience necessary to get perfect results. No irritating fumes or disagreeable odors. Non-explosive and non-inflammable.

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COMPANY  
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LIP ROUGE  
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FACE POWDER COMPACTS  
NAIL POLISH (Cake Form)**

*One Quality Only.*

PRIVATE BRANDS

Centrally Located for Quick Shipments



## “Force, to the Utmost”

That plunging squadron of German Cavalry, expecting to carry all before it in one mad rush, learned to the full, from a little body of American troops, the meaning of the President's words.

Force, greater even than the military rulers of Germany can imagine—the overwhelming, irresistible force of a great, free Nation aroused to fight for its Liberty and the Liberty of the World.

## “Force to the Utmost”

Men by the Million! Shot, shell, guns, airplanes, tanks, ships—anything and everything required to drive home the meaning of the

President's words to make plain, to the authors of the war, the fact that with such force, of men and of spirit, we must inevitably win.

*Are YOU adding every ounce you can to the force behind our fighting men—the force we must exert to win the war?*

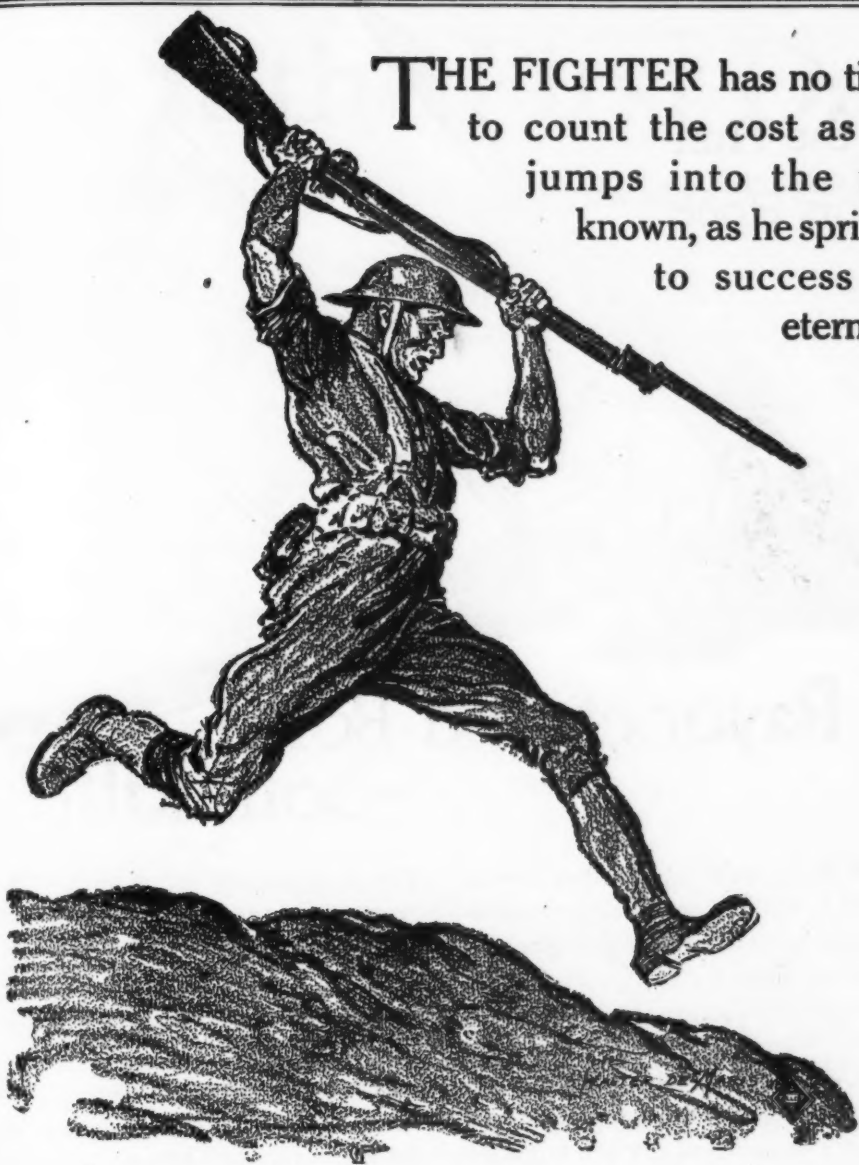
**Lend the Way They Fight — Buy Bonds to Your Utmost**

This Space Contributed to Winning the War by

**FLORASYNTH LABORATORIES, Inc., 15 Beekman St., New York**



**T**HE FIGHTER has no time  
to count the cost as he  
jumps into the un-  
known, as he springs  
to success or  
eternity.

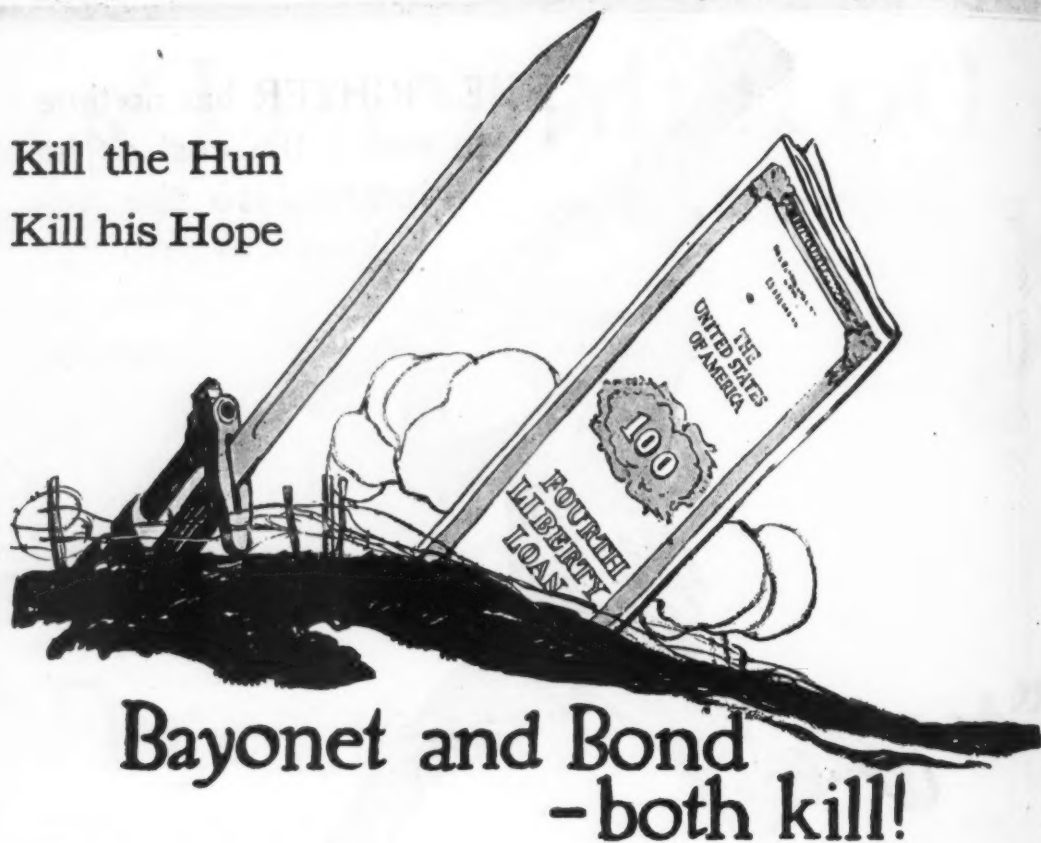


Ever worry about meeting a Liberty Bond payment?  
Think once more of the man who does not worry  
about meeting death.

**Buy Bonds to your utmost—and save to  
your utmost to pay for them and keep them**

This Space Contributed to Winning the War by  
**GEORGE V. GROSS & CO., 30 Old Slip, New York**

Kill the Hun  
Kill his Hope



## Bayonet and Bond —both kill!

ONE KILLS the Hun, the other kills his hope. And to kill his hope of victory is as essential right now as to kill his fighting hordes. For while hope lasts, the Wolf of Prussia will force his subject soldiers to the fighting line.

We have floated other loans, built a great fleet of ships, sunk pirate submarines, sent our men across and shown the Kaiser's generals what American dash and grit and initiative can do. The Hun has felt the sting of our bullets and the thrust of our bayonets.

He is beginning to understand America Aroused—to dread the weight of our arms and energy.

This is a crucial moment. Nothing can so smother the Hun morale, so blast his hopes, as a further message from a hundred million Freemen, a message that says in tones that cannot be misunderstood, "Our lives, our dollars, our ALL. These are in the fight for that Liberty which was made sacred by the sacrifices of our forefathers."

### Buy U. S. Government Bonds Fourth Liberty Loan

Contributed through Division of Advertising



United States Govt. Commission on Public Information

This space contributed for the Winning of the War by

THE STANLEY MFG. CO. . . . DAYTON, O.

# Do It the First Day

*By Wilbur D. Nesbit*

You *know* you are going to buy Liberty Bonds.  
You wouldn't be square with *yourself* if you didn't.  
You couldn't take off your hat to the flag with half the *sense of ownership* if you didn't.  
You couldn't cheer the marching line of troops with half the *thrill* if you didn't.  
You couldn't watch the Jackies go by with half the *pride* if you didn't.  
You couldn't glimpse a battleship off the coast with half the *joy* if you didn't.  
You couldn't read the war news with half the *eager faith* if you didn't.  
You couldn't be 100% *American* if you didn't.

You know the Fourth Liberty Loan starts September 28th.  
You know that buying a Liberty Bond isn't making a *gift*.  
You know you are simply lending your money to your Government—to the best *friend* you and your mother and wife and sister and daughter have.  
You know what *security* is back of your loan—security that means good interest and that your money will be paid back to you.  
You know all of that—you know the *business* side as well as the patriotic side of it.

Then, buy *your* Liberty Bonds the very first day of the Loan. Don't wait.  
Do your thinking beforehand. You don't need to consider it; you don't have to be *argued* into it—you *know* you will buy Liberty Bonds.  
Be one of the first to get the *badge of honor*—the Liberty Bond button.  
Get *yours* on the first day—September 28th.  
You *know* what an example that will set.

Make September 28th *your* Liberty Bond day.  
Could you do a better thing right now?

**U. S. Government Bonds**  
**Fourth Liberty Loan**  
Buy Your Liberty Bonds the First Day

*This Space Contributed to Winning the War by*

**METAL PACKAGE CORPORATION, Brooklyn, N. Y.**





# A Soldier Facing Death For You

Somewhere in France today, at this very minute, there is a soldier looking straight into the face of death.

He is doing this for *you*.

By night and day, in storm, in rain, in cold and gloom, facing a hundred deaths he never hesitates a minute but does his duty without a thought of hesitation and without a thought of reward.

*What are you doing for him today?*

When you think of that man don't you want to do something to prove that you appreciate what he is doing for you?

Of course you do. Then act on your desire and buy *Liberty Bonds* which will help to safeguard him and to bring him back home.

After *you* have bought all you can tell your friends to do the same.

**Buy Liberty Bonds Today  
Any Bank Will Help You**

This Space Contributed to Winning the War by

**VAN DYK & CO., Inc., 4-6 Platt St., New York**

# MONTALAND, SEVE, LEFÈVRE & CO.

Flower Growers, Distillers and Manufacturers

HYÈRES (Var), France

Natural Flower Oils

Absolute, Concrete (Solid), Liquid

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(Largest Producers in France)

OIL LAVENDER U. S. P.

OIL NEROLY PETALES EXTRA

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CROP products, Narcissus, Neroly, Rose and Violet

SOLE AGENTS FOR U. S. AND CANADA

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### IS YOUR NEW TRADE MARK VALID?

Before you go to the expense of getting labels for a new perfume or toilet preparation, why not find out whether you have a right to use them?

Our trade mark department answers all your questions, and conducts special searches in the U. S. Patent Office for a moderate fee.

Write for full particulars and save money and annoyance.

Trade Mark and Patent Dept.,  
Perfumer Pub. Co.,  
80 Maiden Lane, New York

Lend  
*the way they*  
Fight



Buy Bonds  
to your **UTMOST**

Contributed by

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from the maker

for  
containers  
of  
toilet  
prepara-  
tions.

**Quality**  
at the Lowest  
**Possible Price**

**Delivery**  
**On-The-Minute**

**Plus**  
a service that  
eliminates errors,  
guided by experts.

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Brooklyn  
Glass  
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can quote  
on all  
sizes in  
round,  
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square

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• George N. Hanna

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Flint, Amber and Green

Perfumers', Druggists' and  
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"Perfect Bottles for Particular People"

SATISFACTORY DELIVERIES

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STANDARD ANIMAL  
PRODUCTS CO.

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NEW YORK

TEARIC ACID

RED OIL

### "HOW TO SAVE ALCOHOL"

Many PERFUME, PHARMACEUTICAL, PROPRIETARY  
and FLAVORING EXTRACT manufacturers use our

## TERPENELESS OILS

"SEVEN REASONS WHY." ASK US!

Manufactured by

THE HOLLANDS DISTILLERY, LTD.  
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Sole American Agents

THE O. A. BROWN COMPANY, Inc.

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Write for samples and prices.



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FACTORIES AT

VIDAUBAN

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## GUARANTEED PURE OIL ALMONDS, BITTER.

U. S. P., AND FREE FROM PRUSSIC ACID

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U. S. P. Products

AND

## TERPINEOL

(C. P.) GRAVITY .94+

No better Terpeneol is made—it is as pure as pure.  
No better Terpeneol was ever imported.

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(ESTABLISHED 1858)

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The Best Talc Obtainable

MINED AND MILLED IN CALIFORNIA

A special process eliminates foreign substances before grinding. Combined bolting and air floating produces a soft, smooth talc, of a superior whiteness.

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## Van O Special

FIVE CENTS WORTH  
Flavors 100 Pounds

**STRONG  
TRUE  
ECONOMICAL**

Send us Your Order for a Sample Pound

WE ALSO MANUFACTURE A COMPLETE LINE OF BOTH NATURAL AND SYNTHETIC FRUIT FLAVOR.

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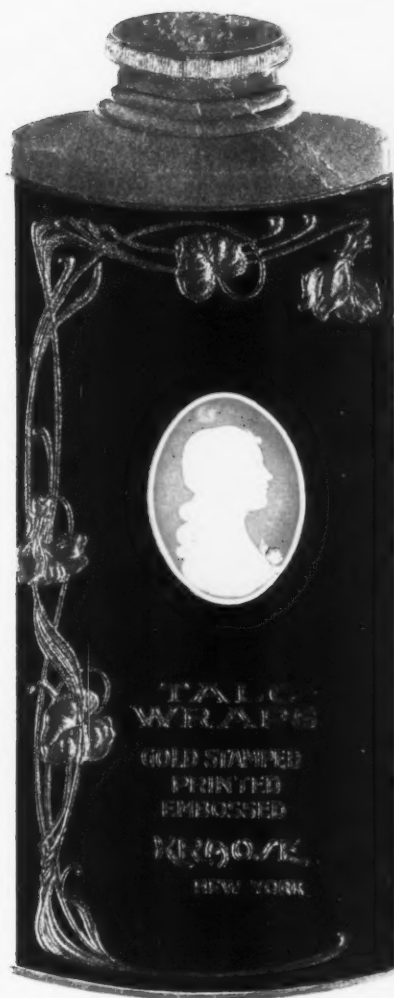
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View of Mill

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Orders from jobbers and grinders solicited  
Any tonnage



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RAW MATERIALS for PERFUMERY and SOAP TRADE

### Chemicals, Essential Oils

METHYL ANTHRANILATE 100% CRYST. Chemically Pure

Latest specialty:

"FLOR LILY OF THE VALLEY"

Real flowery character: combining richness, softness and power.  
Catalogues of synthetic Flower Oils will be sent on application.  
We want you to judge for yourself and solicit a trial order.  
Samples cheerfully submitted on request.

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Postbus 2

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# The Trade Laboratories, Inc.

Shaving Cream  
Dental Cream  
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Oily Vanishing Cream  
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Greaseless Cream

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**Put Up Under Your Own Name**

Special rates granted to customers furnishing their own tubes and jars.  
Full Size Samples Sent Upon Request

Newark  
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We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

## Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, coconut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

**THE DAVIES-YOUNG SOAP COMPANY**

**Dayton, Ohio**

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Bush Terminal Building No. 10

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**LITHOGRAPHED TIN BOXES  
OF HIGH QUALITY**

## AIR-TITE OVAL CANS A SPECIALTY

The tops will not leak. The sifters will not "ride the catch." Every top inspected and guaranteed perfect.

Samples will demonstrate the superiority.

Prices will be interesting.

Let us quote on your requirements.

**PROMPT DELIVERIES GUARANTEED**

# BOXES

We have originated many  
of the best boxes in use

among which are the popular

Snap Button Paper Boxes. Face  
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Mirror Snap Button Paper Boxes.  
Boxes with Inlaid Seal Tops.

Our Finest Types of Boxes are Un-  
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Address Inquiries to No. 1133  
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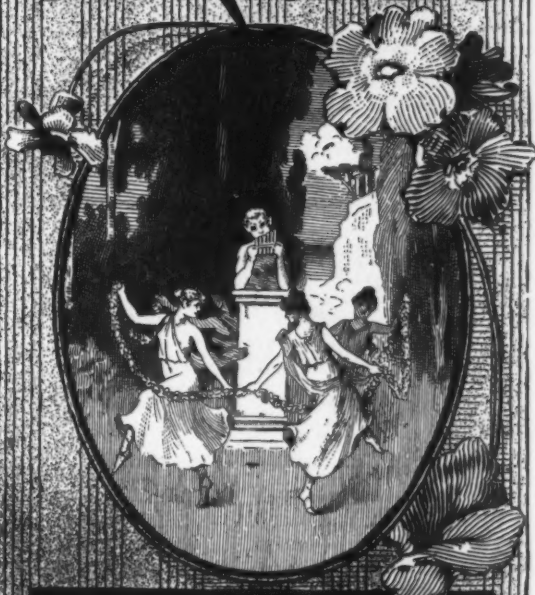
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How do your packings look? The Heminway color line matches any kind of packing, not only for perfumes, but packages in general. Samples of this superior Package Silk—in 5 different qualities—will be sent gladly on request.



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Successors to  
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Without Sacrifice of Quality

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AND DISPLAY SIGNS  
OF EVERY DESCRIPTION  
OUR SPECIALTY

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**Rouge and Powder Compacts**  
In Handsome Gilt Metal Boxes  
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**Lip Sticks, Lip Rouge**  
In Attractive Gilt Metal Sliding Tubes

**Toilet and Manicure Specialties**  
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**FILTER PAPERS**

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Circles from 2½ to 30 inches diameter

Sheets 20 24 and 36 inches square etc.

*Write for samples stating  
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LIP STICKS  
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Nail Powder in  
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LA-FRANCE COSMETIC MFG. CO.

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Mfrs. of High Grade Toilet Preparations.

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SYNTHETICS  
CHEMICALS  
ESSENTIAL OILS



FOR TOILET SOAPS  
PERFUMES  
TOILET ARTICLES

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## COMPACT Rouge Machinery

Patented

Mascaro and Nail Polish Cake  
Machinery — Special Dies

Manufacturing Formulae Furnished  
Write for Information and Terms

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The Oxzyn Company has always carefully tested all coloring material used in goods of its manufacture, using only synthetic colors that are wholly free from mercury, lead or other poisonous materials.

New York, Jan. 31, 1918 OZZYN COMPANY.  
Makers of Oxzyn Preparations.

# GLYZZEROL B

A substitute for

**C. P. Glycerine at half the price**

Write for Particulars

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WE GUARANTEE  
HIGHEST QUALITY  
**STEARIC ACID**  
HARD, WHITE, ODORLESS  
RUB-NO-MORE-CO. FT. WAYNE, IND.

Plymouth Brand Guarantees Quality

**PLYMOUTH STEARATITE**  
(ZINC STEARATE)

An improvement on all other Stearates. A wholesome, velvety improver for Talcum and Face Powders.

PLYMOUTH WATER WHITE "F"  
COLD CREAM NEUTRAL OIL

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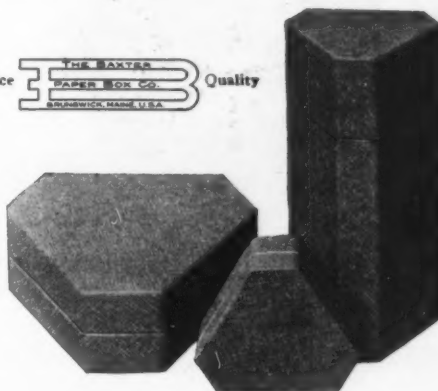
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Service Quality



DESIGNERS AND MANUFACTURERS  
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**PAPER BOXES**

We duplicate your sample or build model to your specifications.

Our service is yours for the asking.

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BRUNSWICK, MAINE, U. S. A.

"COLLAPSIBLE  
TUBES and  
everything for  
their use"



**Collapsible Tubes ALL SIZES**  
**Plain and Decorated**

Your present label reproduced directly on the Tube, or we will prepare new designs and submit for your approval.

Advise us the size tubes you desire and let us send you samples—Our prices will surprise you

*Standard Specialty and Tube Company*

MANUFACTURERS OF

*Collapsible Tubes and Metal Specialties*

*New Brighton, Pa.*

Don't forget that the STANDARD KEY  
is—"THE KEY-TO-THE-SITUATION"  
ASK US ABOUT IT



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ESPECIALLY FOR TALCUM, TOOTH  
POWDER AND OTHER PREPARATIONS  
REQUIRING THIS TYPE OF CONTAINER.

BUY SECURITY ALSO. A LARGE  
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OF YOUR REQUIREMENTS FOR 1918.

The Tin Decorating Co.  
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80 John Street  
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**I All grades of  
VANILLA BEANS**

TONKA BEANS

**GUMS**  
*Arabic Tragacanth  
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**POWDERED KARAYA GUM**

**EMBOSSED SEALS  
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AND  
SILVER**

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AND  
TINTS**

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*For Perfume, Toilet  
and Soap Manufactures  
And any other purpose  
where seals are used  
All manufactured on our  
premises*





Before placing your orders for powder puffs of any description, ask us for quotations and samples.

We are supplying the leading manufacturers with their VANITY POWDER PUFFS—both imported and domestic.

**MAURICE LÉVY,** 15-17 W. 38th ST.  
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(Continued from page 36)

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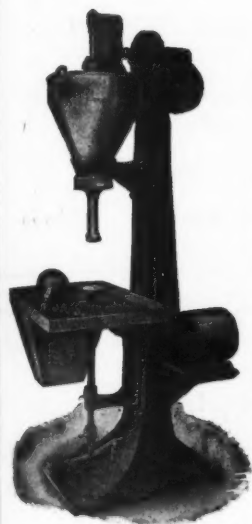
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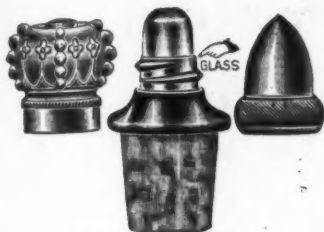
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### INDEX TO ADVERTISEMENTS

Abonita Co., Inc.	37	Limbert & Co., J. N.	37
Addison Litho. Co.	10	Lorscheider-Schang Co., Inc., The	10
Alexander A.	51 & 52	Luederers & Co., George	12
Allen & Sons, Ltd., Stafford	32	Magnus, Mabce & Reynard, Inc.	32
American Can Co.	Outside Front and 9	Manhattan Can Co.	9
Angel & Co., H. Reeve	51	Marsek, Dr. F. A.	51
Anglo-American Talc Corp.	47	Maschmeijer, Jr., A.	52
Arabol Mfg. Co.	52	Mason & Son, F. G.	52
Baker & Co., H. J.	45	Mendes Co., J. D.	52
Barrett & Co., M. L.	28	Mero & Boyveau	52
Baxter Paper Box Co.	53	Metal Package Corp.	52
Beiser Co., Edward T.	25	Montaland, Seve, Lefevre & Co.	52
Bennett & Davis	6 & 7	Mooney & Bueter	52
Berg, Ind. Alc. Co., David	31	Morana, Compagnie	17 to 20
Bernard-Escoffier Fils	24	Naarden, N. V., Chem. Fab.	5
Bertrand Freres	Front Cover and 23	Naef & Co., M.	Inside Front Cover
Brooklyn Glass Spec. Co.	44	National Aniline & Chem. Co.	44
Brown Co., Inc., O. A.	2, 43, 44	Naylor & Co.	44
Buedingen, Wm., & Son	24	New England Collapsible Tube Co.	19
Burr, Edwin H.	12 & 35	Nulomoline Co.	25
Burt Co., Ltd., F. N.	61	Oxzyne Co.	52
Bush & Co., Inc., W. J.	1 & 27	Peerless Tube Co.	52
Carr-Lowrey Glass Co.	16	Penick & Co., Inc., S. B.	4
Chiris Co., Antoine	4	Pennsylvania Oil Co.	4
Colton Co., Arthur	—	Pharmaceutical Spec. Co.	52
Commercial Lab'y, Inc.	57	Philadelphia Textile Machy. Co.	52
Commonwealth Prod. Corp.	46	Plymouth Organic Laboratories	46
Court, Bruno	18	Progress Litho. Co.	52
Davies Young Soap Co.	46	Rockhill & Victor	Front Cover, 23 and 46
Diamond State Fibre Co.	55	Roure-Bertrand Fils	12
Diller, Geo. K.	57	Rub-No-More Co.	52
Dragon Paper Mfg. Co.	54	Russell & Co.	14 & 15
Dupont, Justin	12	Ryland, H. C.	52
Duval, Compagnie	29	Schmid, Julius	22
Essential Oil Specialties Co.	35	Schmidt & Co., E. J.	35
Evergreen Chem. Co.	58	Schmitt & Co., Inc., George	52
Federal Tin Co.	29	Schmoller & Bompard	52
"Flora," Chemical Works	2	Sethness Co.	52
Florasynth Laboratories, Inc.	38	Smack Co., A. D.	52
Francesconi & Co., J. C.	34	Sparhawk, Chas. V.	5 & 51
Fries & Fries	5	Spellmeyer, E. F.	52
Fritzsche Brothers	Inside Front Cover	Standard Animal Prod. Co.	52
Garrigues Co., Chas. F.	35	Standard Specialty & Tube Co.	52
Givaudan & Co., L.	3	Stanley Mfg. Co.	52
Gross & Co., Geo. V.	39	Stokes Machine Co., F. J.	52
Hanna, Geo. N.	44	Subinaghi & Co., R.	52
Heine & Co.	Insert	Swindell Bros.	52
Henderson Litho. Co.	—	Synleur Scientific Laboratories	Insert
H. K. H. Silk Co.	50	Thurston & Braidich	52
Hollands Dia., Ltd.	44	Tin Decorating Co.	52
Hopkins & Co., J. L.	57	Tombarel Freres	52
Houchin-Aiken Co.	57	Trade Laboratories, Inc.	57
Hugues Aine	33	Tremari, Sucesores, Pedro	52
Imperial Metal Mfg. Corp.	56	Twitchell Process Co.	52
Innis, Speiden & Co.	56	Ungerer & Co.	Inside Front and Back Covers, 21 and 22
International Alcohol Corp.	56	Union Distilling Co.	56
Ising Corp., C. E.	31	Union Talc Co.	56
Jarden Litho. Co., The	30	Van Ameringen, A. L.	52
Katzenbach & Bullock	60	Van Dyk & Co.	52
Kimble Glass Co.	16	Van Dyk, L. A.	52
Krause, Richard M.	Insert	Velvatone Powder Puff Co.	52
La France Cos. Co.	51	Whitall Tatum Co.	52
Lautier Fils	3	Whittaker, Clark & Daniels, Inc.	52
Lawson, John D.	43	Williams Co., Guy V.	52
Lemoine Successeurs, Pierre	21	Wilson, Donald	52
Lévy, Maurice	55	Wirz, Inc., A. H.	Outside Back Cover and 52
		Wolmark Chem. Co.	52
		Woodcock Co., R. D.	52



59	40	13	36	46	52	30	52	15	41	43	36	20	47	over	46	44	19	27	52	35	60	50	39	34	53	49	d	47	12	53	15	50	22	18	50	56	54	&	29	51	41	53	46	57	60	61	sort		25	54	45	40	57	34	d	22	38	60	13	42	40	20	2	30	57	52	d	11	50
----	----	----	----	----	----	----	----	----	----	----	----	----	----	------	----	----	----	----	----	----	----	----	----	----	----	----	---	----	----	----	----	----	----	----	----	----	----	---	----	----	----	----	----	----	----	----	------	--	----	----	----	----	----	----	---	----	----	----	----	----	----	----	---	----	----	----	---	----	----